

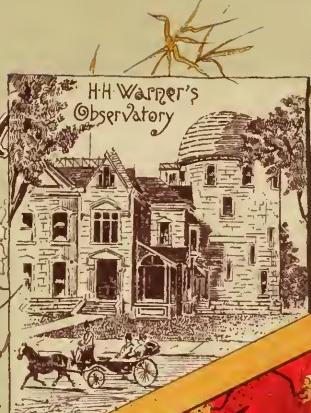


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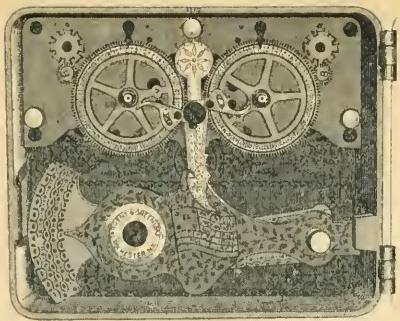
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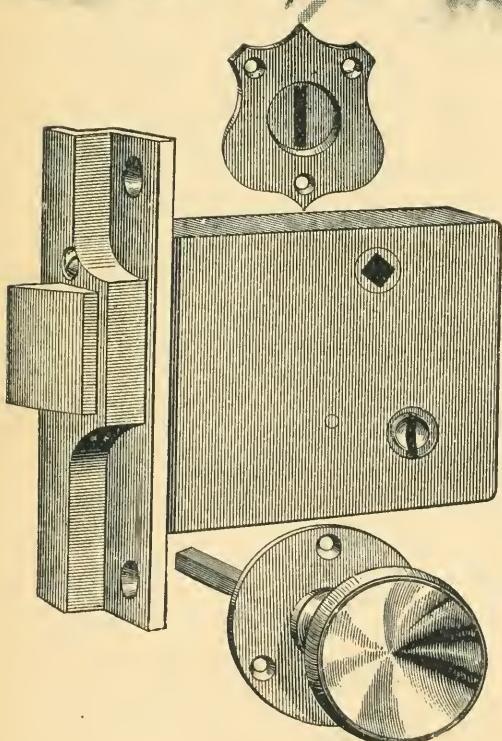
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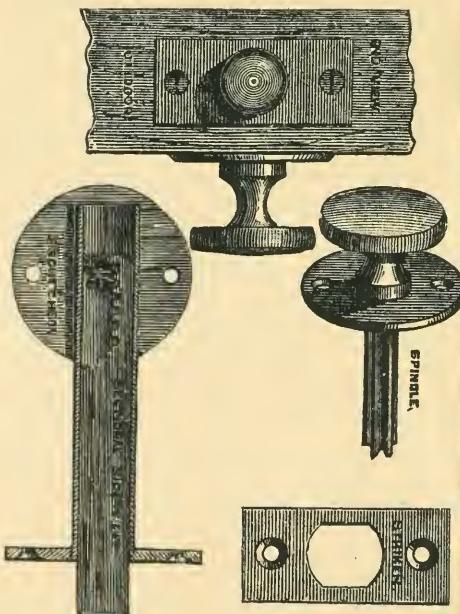


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THE GEM DOOR BOLT.



William Sibley

THE INDUSTRIES
OF THE
City of Rochester

A RÉSUMÉ OF HER

PAST HISTORY AND PROGRESS,

TOGETHER WITH A

CONDENSED SUMMARY OF HER INDUSTRIAL ADVANTAGES
AND DEVELOPMENT,

AND A

SERIES OF COMPREHENSIVE SKETCHES

OF HER

REPRESENTATIVE BUSINESS ENTERPRISES,

INCORPORATING A

Condensed History of the Chamber of Commerce.

ROCHESTER, N. Y.:
THE ELSTNER PUBLISHING COMPANY.
1888.

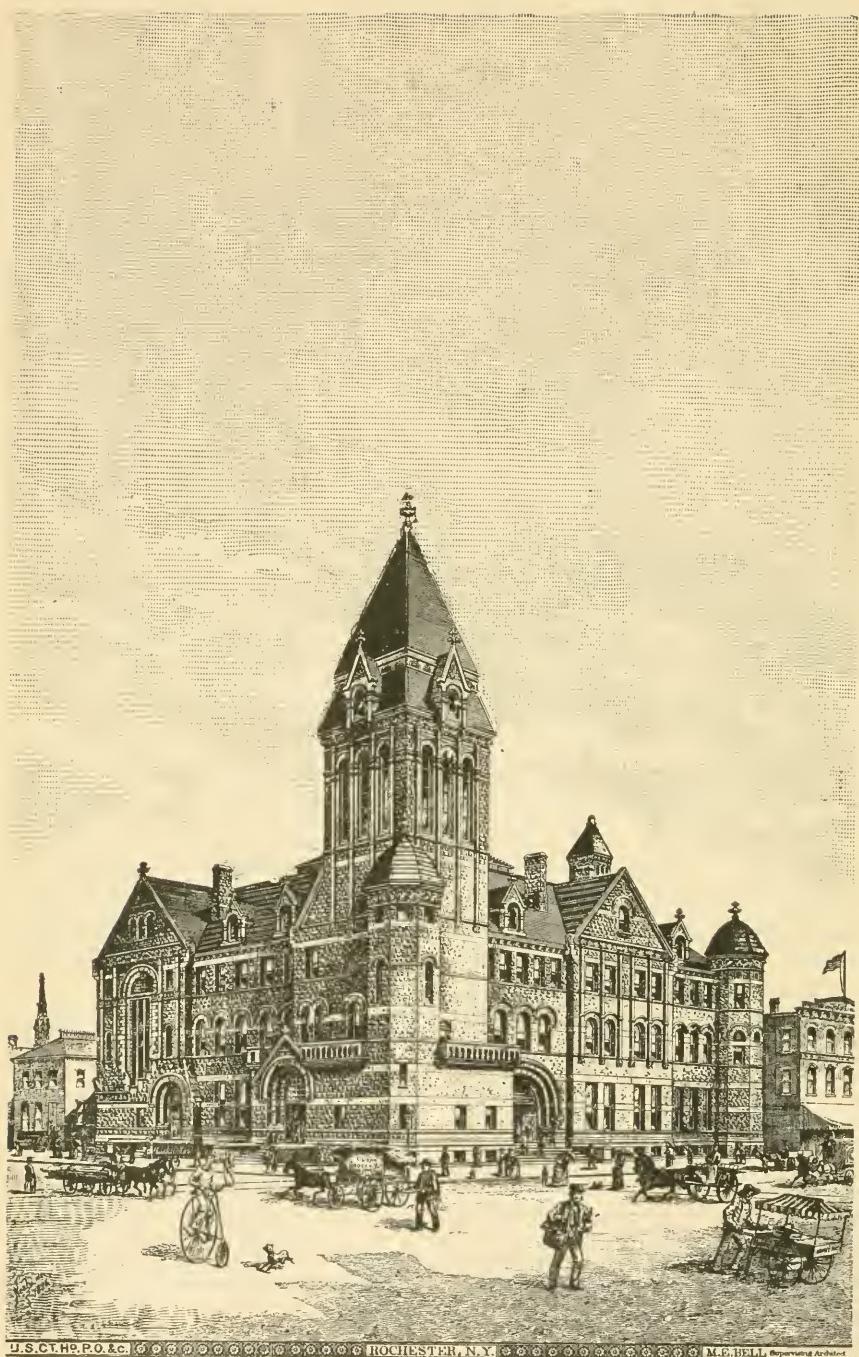
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PREFACE.

THE preparation of THE INDUSTRIES OF ROCHESTER has been attended with many unforeseen difficulties not necessary to specify, and consequently the appearance of the work was somewhat delayed—a fact that causes us much regret, as we confidently expected to place it in the hands of subscribers at least a month earlier. We have, however, done the best that was possible under the attending circumstances, and should any disappointment have been experienced by those who have so generously co-operated with the publishers in their effort to produce a volume that in its scope and style would be a credit to the beautiful and progressive city of which it treats, we hope that the explanation above offered will suffice to clear us of any suspicion of intentional tardiness. None save those who have had experience in the elaboration of similar publications can have any conception of the obstacles to be overcome, the prejudices to be dissipated, and the minute attention that must be devoted to details, in order that the result may give—not universal satisfaction, for that is impossible—but the least possible margin for unfriendly criticism.

In this superbly printed and handsomely illustrated book we present the fruits of many months' hard work in procuring, shaping and polishing such data as seemed to us most valuable and putting the same in attractive form for the perusal of the thousands of people all over this country and Europe to whom the work will be sent as an invitation to participate in the present unrivaled advantages and future magnificent development and prosperity of Rochester. That our effort may result in much advantage, directly and indirectly, to the city and its business interests, we do not permit ourselves for a moment to doubt.

We cannot conclude this brief preamble without embracing the opportunity of returning thanks to the many prominent citizens who have aided and encouraged us. Especially are we under obligations to Messrs. H. H. Warner, president; Wm. S. Kimball, Frank S. Upton, and Henry Michaels, vice-presidents; H. B. Hathaway, treasurer; J. Y. McClintock, secretary and the officers of the Chamber of Commerce generally; Sibley, Lindsay & Curr, the Paine Drug Company, Michaels, Stern & Co., Hamilton & Matthews, Smith, Perkins & Co., A. J. Johnson & Co., Hiram Sibley, and other conspicuous firms and individuals representing the business interests of the city.



U.S.C.T.H. & P.O. & C. ROCHester, N.Y. M.E. BELL, Superintend. Architect.

THE NEW GOVERNMENT BUILDING.

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THE CITY HALL.

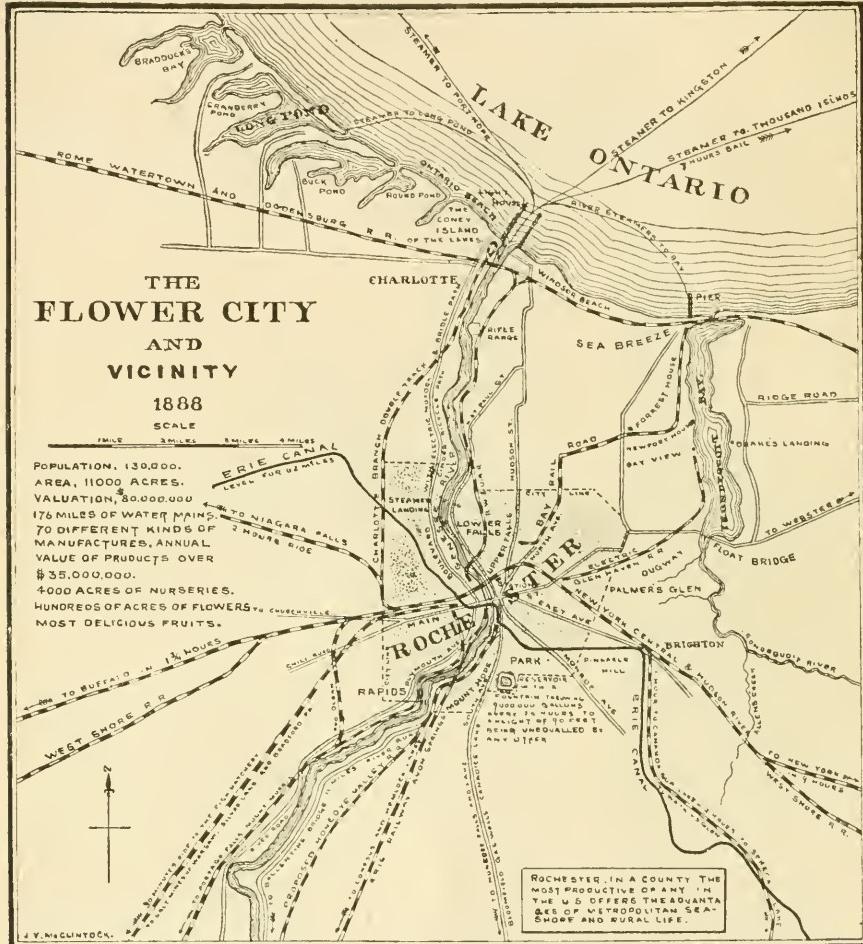
PHOTO ENK GAY

THE PAST.

THE GENESEE—INDIAN ORIGIN OF NAME—EARLY LAND SPECULATORS—PIONEER SETTLEMENT—COLONEL ROCHESTER'S PURCHASE—PLATTING OF THE VILLAGE—SETTLEMENT AND GROWTH—MEN OF MARK—CHRONOLOGICAL REVIEW OF EVENTS.

No more romantic or attractive region has ever been found east of the Mississippi than that of the Genesee valley when first visited by the white man. Its very name in the Seneca Indian tongue, “Gen-nis-he-yo”—the beautiful valley—indicates that even the savage aborigine had a realizing sense of the grandeur of the scenery, the affluence of the soil and the availability and loveliness of the region. But there was one serious drawback; the country adjacent to the lower river and Lake Ontario was at that time a maze of almost impenetrable, miasma-breeding swamps, and it seemed a veritable tempting of Providence on the part of either white man or Indian who should make it his home. It was not, therefore, until 1788 that any determined effort was made to plant a settlement at the falls of the Genesee, a treaty for cession of the lands lying east of the river having been effected with the Senecas July 8th of that year, Oliver Phelps acting as agent of the speculators. The Indians were jealous of white encroachment west of the Genesee, and it was only on his solemn agreement to erect at the falls a mill for the convenience of both races that Phelps obtained their consent to sell for a nominal consideration a tract of land “for a mill-yard,” which the surveyor, Maxwell, made sure should be sufficiently large for the purpose, making the river the east line, starting the south line near the present village of Avon, running west twelve miles, thence due north to the lake, thus taking in a goodly portion of the present county of Monroe. Soon afterward one hundred acres of the land so obtained was made a free gift to one Ebenezer (“Indian”) Allan, who is described as a combination of backwoodsman, savage and Turk, on condition that he should construct thereon a mill. Allan put up a primitive saw-mill in the summer of 1789, and prepared the timbers for a small grist-mill, the latter being erected during the ensuing winter. It was a shabby affair,

twenty-six by thirty feet, built of heavy logs, provided with a single run of rude stones quarried and prepared on the spot, and of sixty bushels per day capacity, though the management was so poor that it seldom exceeded ten. At times of low water in summer, so badly placed was it that no power could be obtained, and in the rainy season the supply so greatly exceeded the demand that no effort was made to utilize it at all. Nevertheless, poor



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and inefficient and badly conducted as it was, the Allan mill was the only one on the Genesee and the sole reliance of settlers and Indians in all that region, many coming for distances of twenty miles or more, with ox sleds or on horseback, in a country destitute of roads, and over the hills to avoid the marshes, that their families might have bread. Yet this unreliable pioneer grist-mill, with its neighbor and predecessor the still ruder and less valuable saw-mill, formed the germ of what afterward became for a long

period the most extensive milling plant on this continent—the far-famed Genesee mills, whose celebrity conferred upon their site the soubriquet of the Flour City, since changed to the Flower City because the great wheat-growing and milling centers have removed further west and the nursery interest has developed in this vicinity to proportions unknown elsewhere in America. "Allan's saw-mill" was in ruins as early as 1798, and the grain mill soon followed. Allan himself, the first white resident and first miller of Rochester, died among the Indians in 1814, leaving behind him an unsavory reputation, two white and one red women who claimed to be his widows. A Colonel Fish succeeded Allan in the milling business, but, after expending considerable money and labor to no purpose, retired, building a cabin on the site of Rochester in 1797, in which year Louis Phillippe of France and his brothers visited the Genesee falls.



COL. NATHANIEL ROCHESTER.

by Enos Stone on the east bank of the river, and in 1809 a law authorizing a bridge over the falls was enacted by the Legislature.

In 1810 Enos Stone erected the first frame house east of the river, and May 4th the first white native of the place—James S. Stone—was born therein. Up to and for a while subsequent to this time the settlement was indifferently known as Genesee Falls and Falls Town. This year Colonel Rochester, by and with the advice and consent of his associates, platted their hundred acres and placed the lots on the market. The Colonel was a resident of Dansville, where in 1810 he erected and managed the first paper mill in Western New York. He was in all respects a remarkable man, perfectly suited by birth, training and experience for the role he was to play as the founder of a beautiful and flourishing city. For the following synopsis of his life and services, and for much other valuable data, we are indebted to the "Semi-Centennial Souvenir and Chronological History of Rochester," published on the celebration of the city's jubilee, June 9, 1884, an account of which we give further along :

"Col. Nathaniel Rochester was born in Westmoreland county, Virginia,

The first crop raised on the site of the present city of Rochester was by Jeremiah Olmstead, in 1798-99. He removed to the ridge the next season, and later to Hanford's landing, where he died in 1816. The first American vessel on the Genesee was built by Eli Granger in 1798. What was then known as the "hundred-acre tract" of Sir William Pulteney, now included in the city of Rochester, was purchased in 1802, for \$17.50 per acre, by Colonel Nathaniel Rochester, Colonel William Fitzhugh and Major Charles Carroll. The first recorded flood in the Genesee occurred in 1805. In 1807 Charles Hanford, who came from England, erected a block-house on land that now fronts Mill street, and the same year a bear was killed on the present site of the court-house. A saw-mill was built

on the 21st day of February, 1752. At the age of twenty we find him engaged in mercantile pursuits, but on the commencement of the struggle between the Colonies and Great Britain he became prominently engaged in the struggle, both in military and legislative offices. After the war he again embarked in mercantile and manufacturing pursuits, at Hagerstown, Maryland. In 1788 he married Sophia, daughter of Wm. Beatty, Esq., of Maryland.

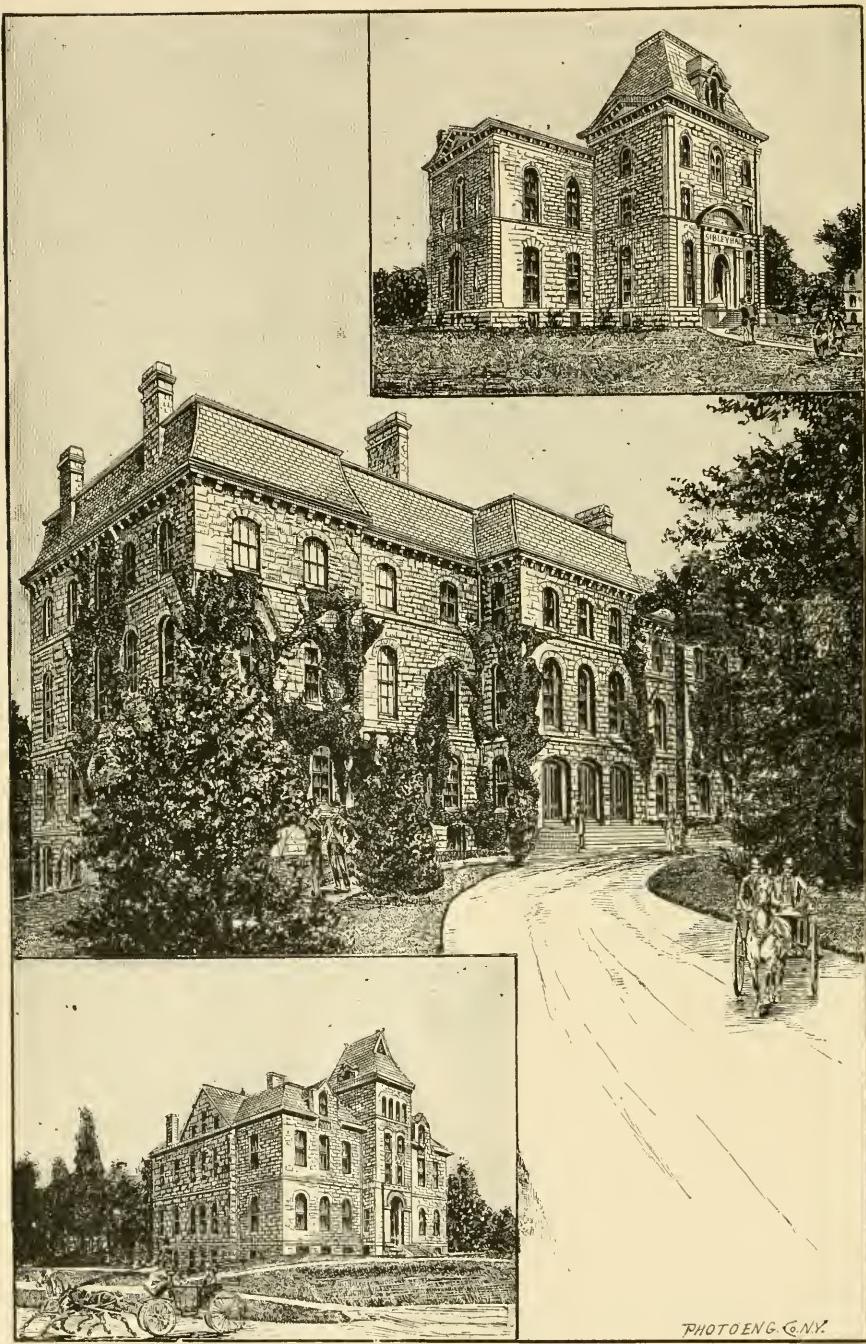
"Col. Rochester's connection with this section dates as early as 1802, in which year he visited the Genesee, where he appears to have become the purchaser of six hundred acres of land, which was made with the intention of removing to it with his family. In 1804 he again visited the Genesee, when the "Hundred-aere Lot," now included in our city, was obtained, at \$17.50 per acre. In 1810 Col. Rochester first became a resident of Western New York, at Dansville, where he lived five years, and erected a large paper mill and various other manufacturing establishments. In 1815 he removed to a farm in Bloomfield. After remaining there three years, in 1818 he took up his residence in this city, which, in the interim, had received his name. In January, 1817, Col. Rochester officiated as secretary of the convention at Canandaigua which urged the construction of the Erie canal. During the succeeding years of his active life he was prominently identified with the growth and improvement of our city, and held many offices of public trust, serving twice as presidential elector, the first as clerk of the county of Monroe, member of the Assembly, etc.

"In the spring of 1824 a law passed, granting a charter for the 'Bank of Rochester,' when Col. Rochester was appointed one of the commissioners for taking subscriptions and apportioning the capital stock. In June of the same year he was unanimously elected president of that correct and vigorous institution. The office (with that also of director) was resigned in December following; it having been originally taken only at the urgent solicitation of a number of his fellow citizens, and with the avowal that, as soon as the bank was successfully in operation, he must be permitted to resign. When this resolution was carried into effect the Colonel was only two months from completing his seventy-fourth year.

"The relations of Col. Rochester to this city, after the period of his retirement from the bank, were those rather of personal influence than personal activity. The age and bodily infirmity, however, which restrained the latter, gave weight to the former. His opinions came with the experience of three-score and ten. His example was enforced by the tried morality of a long life, and the higher sanction of religious conduct and hope. His disinterested use of the property he had acquired afforded every facility for a thrifty and prosperous population. From the commencement he sold the lots on terms the most liberal, and encouraged, by his personal benefactions, every plan of general utility. He died May 17, 1831, after an illness of several weeks."

In 1810 Isaac W. Stone erected, on the east side of the river, the first tavern in this vicinity, near the present intersection of South St. Paul and Ely streets. The next year Benjamin, son of George H. Evans, first saw the light in his father's cabin, near where St. Mary's hospital now stands, and was probably the first white child born in Rochester, west of the river. In 1812 Hamlet Scrantom built a house (log) where the magnificent Powers block is now located. This year was marked by the first celebration of

American independence, by the appointment of a postmaster (Abelard Reynolds, who held the office for seventeen years), by the construction of the first bridge, the establishment of the first tailor-shop, the first blacksmith shop, and a weekly mail to Canandaigua. The outbreak of the second war with Great Britain was a serious blow to the struggling settlement, which was twice threatened with devastation by Commodore Yeo, commanding a squadron of armed vessels on Lake Ontario. On the first occasion, in 1813, he was ordered elsewhere by Admiral Chauncey; returning in 1814, Colonel Isaac W. Stone, Captains F. Brown and E. Ely, with thirty-two citizens and an eighteen-pounder, met him at the mouth of the river, and presented so bold a front and exercised such admirable strategy that the enemy withdrew after an exchange of shots resulting in no loss to the defenders. It was in 1813 that J. K. Ballantine, a Pennsylvania immigrant, provided with oxen and plough, first broke up and cultivated properly the ground now covered by the Powers block. The same year witnessed the arrival of the first physician, Dr. Jonah Brown; the opening of the first school by Miss Huldah Strong, the first public religious services (held over Jehiel Barnard's tailor-shop), the erection of E. D. Smith's City mills, and the last celebration in this vicinity of the Seneca "sacrifice of the white dog," a heathen rite whereof no living man comprehends the significance. The first school-house, a small one-story frame building, 15x24 feet, was completed in May, 1814. It was for many years known as "the old red schoolhouse," and stood on the present site of Public School No. 1. "The old red mill" was built by Josiah Bissell and the Ely brothers, Harvey and Elisha, in 1815, and the first wedding—that of Jehiel Barnard to Delia Serantom—occurred October 8th of the same year. During 1815 Postmaster Abelard Reynolds opened the first west side tavern, the first church society (Presbyterian) was organized, the first bookstore established, the first stone dwelling was erected, the first watchmaker located, and the old stage line to Canandaigua was established. The first censns, taken this year, shows a population of 331. With 1816, the war having ended in triumph for the American arms, the whole country received a fresh impetus; immigration commenced in earnest; activity and prosperity became general, and the village on the Genesee first really began to grow. This year were completed a cotton mill of 1,400 spindles, and the improvement known as Brown's race; the *Weekly Gazette*, the first newspaper, was founded; the first steamboat—the Ontario—began regular trips to the port; the first stage line to Lewiston was established, and the first bakery was opened by Jacob Howe. The place was incorporated as Rochesterville in 1817, and the same year the first Presbyterian Church was erected, St. Paul's Episcopal corporation founded, the Hicksite Friends' society, the first lodge of Freemasons and the first fire company organized; William Atkinson built the first mill on the east side and Johnson's mill-race was constructed. The events of the next year—1818—include the establishment of the Rochester *Telegraph*, the arrival of Colonel Rochester and family, who came to stay; the founding of the First Baptist church, the establishing of a police force, the erection of a toll bridge over the upper falls, the formation of a rifle company, the inclosure of a cemetery, the organization of a Sunday-school, and the taking of the second census—population 1,049. Surveys were made through Rochester for the Erie canal in 1819; the same year Cleveland's mill was built, and, on December 5, Abelard Reynolds' house burned—Rochester's first fire.



PHOTOENG. CO. N.Y.

UNIVERSITY OF ROCHESTER.

In 1820 the Carthage bridge—a single span of 718 feet—fell, and was subsequently replaced by a suspension bridge. This year the first term of the United States District Court was held at Rochesterville; St. Patrick's and the First Methodist Episcopal churches were founded, and the United States censns credited the town with a population of 1,502.

The county of Monroe, carved from Ontario and Genesee, was organized in 1821, and Rochesterville made the capital. Button's canal aqueduct was constructed the same year, at a cost of \$83,000; Rochester and Montgomery's mill, of three run of stones, and the first brick house in Rochesterville were constructed in 1821. The Monroe County Medical Society and the Monroe County Bible Society—the latter the mother of the American Bible Society—were organized the same year. The first jail and court-house were erected in 1822, as was the first Friends' meeting-house, and the name of the place was shortened to Rochester. Shipments by canal were inaugurated that year. In 1823 St. Patrick's church was built; the first meeting to suggest the name of John Quincy Adams for the presidency was held at the Mansion House, and \$1,500 was collected in town and county in aid of the Greek war for independence. St. Luke's Episcopal and the First Presbyterian churches were completed in 1824, and the Bank of Rochester incorporated. The great event of the year, however, was the opening throughout its entire length of the Erie canal. In preparation for the turning in of the water at Tonawanda cannon had been planted at intervals along the canal and the Hudson river, and were fired in succession, by which means the announcement was made in New York within an hour and a half after the gates were opened. In the following November Governor Clinton, the father of the enterprise, passed through Rochester on a tour of inspection, and was tendered a grand reception. Lafayette was the next illustrious visitor to receive an ovation, coming by canal from the West in 1825. The first museum building was erected, and the first dramatic performance given at the "Circus" building, Exchange street, in the last-named year. The question of a city charter was first agitated, and the Second Presbyterian church organized. Population 5,273. The following year was a memorable one for the excitement occasioned by Morgan's betrayal of the Freemasons, his incarceration in and abduction from the Canandaigua jail, the arrest and conviction of the abductors, and the organization and temporary supremacy of the Anti-Masonic party. The Rochester *Advertiser*, the pioneer daily, made its appearance this year; the first directory was published; the Franklin Institute was established; a permanent theater was opened, and Shelmire's mill erected. The Third Presbyterian Society and St. Paul's Church corporation were founded, the *Craftsman* established, Peck's paper mill burned, and Beach, Kempshall and Kennedy's large mill erected in 1827. The first grain elevator ever known was constructed in 1828, by Warham Whitney, for a Brown street warehouse—a strap and bucket device, considered a wonder in its time. The same year Reynolds' Arcade was built, the Rochester *Balance* was issued; the Old Brick church was erected, and the Orthodox Quakers organized. Valuation of personal and real property for assessment, \$1,767,315. The events of 1829 include the surrender of charters and abandonment, by the Freemasons of Rochester and vicinity, of the order, which had become obnoxious because of the Morgan affair; the celebrated and fatal leap of Sam Patch over the Gene-

see falls; the founding of the Law Library; the incorporation of the Bank of Monroe; the building of Grace church and the Eagle tavern, and the organization of the Rochester Athenæum.

Joe Smith "discovered" the "golden plates" upon which was engraved the Book of Mormon in the woods near Palmyra, their place of concealment having been revealed to him in a dream—so he claimed; but when he applied to Thurlow Weed, of the Rochester *Telegraph*, for the purpose of having it printed in cold type on white paper, in 1830, he was shown the door. Unhappily, Mr. Weed could not at the same time squelch the delusion, which, at a later date, found many believers in this region. St. Paul's church was finished this year; St. Patrick's rebuilt; the subject of high schools was agitated, and Wm. A. Reynolds started the pioneer seed house. Colonel Rochester, the founder, died May 31, 1831. The Rochester Canal and Railroad Company was incorporated this year; the Common Pleas Court organized; the Rochester Savings Bank incorporated; the Monroe County Horticultural Society organized; the Reformed Presbyterian Society formed, and the first cargo of Ohio wheat received via lake and canal. The Rochester & Tonawanda Railroad Company was chartered in 1832; the Rochester Seminary and First Presbyterian Free Church organized, and 118 persons died of cholera. It is related in this connection that of these Ashbel W. Riley, a member of the health board, cared for and coffined without assistance, 80. Mr. R. has always since been looked upon as a true hero of the loftiest type. Fifty-four more victims of cholera are recorded for 1833. The Rochester & Carthage railroad (horse-power) was finished the same year.

The city of Rochester was incorporated in 1834. June 2d a City Council and Board of Supervisors were elected, and on the 9th of the same month Jonathan Child was elected by council as the first Mayor, his inauguration taking place the next day. Mr. Child, born in Vermont, of Puritan and Revolutionary stock, in 1785, was himself a Major in the war of 1812. He was twice elected to the Legislature from Ontario county—1816-17; married Colonel Rochester's daughter in 1818; came to Rochester in 1820; engaged in mercantile pursuits, became a prominent contractor, and constructed the wonderful Erie canal locks at Lockport. He was re-elected in 1835. A courteous, upright gentleman of the old school, he died, universally regretted, in 1860. In the year first-named the *Daily Democrat* was founded, a passenger steamer put on the river between the falls and Geneseo, and several church societies organized. The assessed value of real and personal property amounted to \$2,553,211, and the city contained 1,300 dwellings and business houses, court-house, prison, market-house, two banks, a museum, twelve churches, and numerous mills and factories.

In 1835 General Jacob Gould was elected Mayor, *vice* Child, resigned; the second destructive flood occurred, doing much damage and carrying away a new bridge at the lower falls. The Crescent mills, Third Presbyterian and First Methodist churches were built, the St. Joseph's German Catholic Church society and Rochester Academy of Sacred Music organized, and the Meacham fund for disabled firemen and firemen's widows and orphans founded on the proceeds of sale of a monster cheese donated by Colonel Thomas Meacham, the final bid for which was \$1,287.80.

Mount Hope cemetery was purchased by the city, a bridge built at Andrews street, Mayor Gould re-elected, Mechanics' Library Association

and Rochester Musical Society organized, the Central Presbyterian church founded, and the first balloon ascension made in 1836.

The year 1837 was noted for a great financial panic, McKenzie's Canadian rebellion, the Navy Island raid, Rochester's first murder case, the building of the City Bank and the Front street market-house, and the founding of the Asbury Methodist church and the Rochester Orphan Asylum. May 4th, 1838, Austin Squires murdered his wife. June 25th Octavius Barron was hanged for killing William Lyman the previous October. Squires was executed November 29th. This year W. H. Cheney established the first iron foundry; the Genesee Valley canal was opened to traffic; the Rochester Anti-Slavery Society was organized, and O'Rielly's "Sketches of Rochester" were published. The Rochester *Freeman* was founded and the Liberty party organized in 1839.

March 16, 1840, was celebrated the semi-centennial of Western New York's settlement. The other prominent events of the year were the opening of the Rochester & Auburn railroad, the organization of the Western New York Agricultural society and the Reformed Presbyterian Church society, and the burning of the Curtis building, where two firemen lost their lives.

In 1841 the first Mayor was elected by the popular vote, Elijah F. Smith; the Board of Education was instituted, and the public schools organized, with 2,300 scholars and 34 teachers; the first lodge of Odd Fellows, and the first Unitarian church society were founded, and Daniel Warren established the first brewery. In 1842 the new aqueduct was finished, and the Rochester & Tonawanda railroad opened to Attica. In 1843 there was a marked revival of Freemasonry; two Catholic churches and a Hebrew congregation were founded, and July 27th John Quincy Adams visited the city. The census of 1844 gave Rochester a population of 23,553; new buildings erected this year, 310. The *Daily American* and the first telegraph office were established. Little of note besides the founding of Trinity Episcopal church occurred in 1845. In 1846 Franklin's birthday was celebrated by the Western New York printers; the first coal for use in manufacturing was brought by Jonathan Child; the Western House of Refuge and the First Universalist church were founded. In 1847 a company of volunteers was recruited for the Mexican war; the Society of Pioneers was organized; the Auburn & Rochester railroad bridge was built; St. Paul's Episcopal church burned; the City Hospital was incorporated, and the first rumors of the Fox sisters' alleged spiritual rappings became current. The family removed from Hydesville to Rochester the ensuing spring, and created considerable excitement among the credulous.

Rochester's first mysterious murder occurred in 1848, that of P. P. Pierce, a manufacturer, whose assassin was never discovered. The first New York women's rights convention was held in Rochester this year; the new St. Paul's church was built; the first gas works were constructed; the city mills fell, and one Presbyterian, one Reformed and one Catholic church were founded. Some 160 persons died of cholera in 1849, during which year the Home for the Friendless was founded.

The rapid growth and great prosperity of Rochester at this time is shown by the fact that during the five years, 1845 to 1850, the population increased from 23,553 to 36,561, or nearly fifty per cent. The Buffalo & Roche-

ter Railroad Company was organized in 1850; the Lockport & Niagara Falls railroad extended to Rochester; the Monroe County Savings Bank incorporated; the Rochester driving park established; the corner-stone of a new court-house laid; the University of Rochester founded, and the *Daily Herald* issued. The court-house was completed in 1851, which year was crowded with notable events, among them the organization of the Rochester & Genesee Valley Railroad Company; the introduction of coal for domestic consumption; the founding of the Rochester Free Academy, the Harmonic Society, three churches and the Rochester Theological Seminary; the deaths of Chancellor Whittlesey, Enos Stone and Matthew Brown, pioneers, and visits from such distinguished personages as President Fillmore, Daniel Webster, Stephen A. Douglas, ex-President Tyler, ex-Governor Marey, Horace Greeley, Jenny Lind, and others. The summer of 1852 was marked by a severe visitation of cholera, the death-roll reaching something like 450. The city was re-organized with ten wards; first train to Niagara Falls, June 30th; Rochester & Charlotte Railroad Company organized; work commenced on the Rochester & Genesee Valley railroad; present N. Y. C. & H. R. railroad depot erected; North street and Frank street Methodist churches founded, and Rochester *Beobachter* (German newspaper) first published, followed by the *Volksblatt* in 1853, in May of which year the Rochester & Syracuse, Niagara Falls, Lockport & Rochester, Tonawanda, Rochester & Auburn and Rochester & Charlotte railroads were consolidated into the New York Central & Hudson River railroad; the Rochester Medical Society was organized; the Rochester House burned, and four servant girls perished; the Cornhill and Alexander Methodist churches were founded, and the corner-stones of Plymouth and St. Mary's churches laid. St. Bridget's church was founded in 1854; the Blossom House burned, and the Maennerchor was organized. A riot of striking canal laborers occurred early in 1855; on the nights of February 5th and 6th the thermometer registered 26 deg. below zero; the Know-nothing party carried the city this year; Christ church was founded, the Junior Pioneers organized, and several of the old pioneers died. The Flower City Bank organized 1856; the Calvary Presbyterian church was founded the same year, and the Carthage suspension bridge was finished. Heavy snows and another flood marked the opening months of 1857. In April the Carthage bridge fell; the Valley Canal extension bill passed; the Main street bridge was completed; the *Daily Democrat* office burned and the paper was merged with the *American*; Eagle Bank building burned, and two firemen killed; Charles W. Littles murdered by his wife and her brother, Ira Stout; Industrial School incorporated, and St. Mary's Hospital opened in a former stable building on Genesee street. In 1858 the Third Presbyterian church was burned; August 17th a fire destroyed property to the value of \$175,000; October 22d Ira Stout was executed; Mrs. Littles imprisoned for seven years. The Rochester *Express* (started and suspended as the *Daily Times*) was established in 1859. This year the Second Baptist church burned, and the Traders' Bank was organized.

The great events of 1860 were in connection with the political campaign that placed the Republican party in power. Local affairs were not neglected, however, as was evidenced by the demolition of the old and the commencement of work on the present Brick church; the holding of a convention to organize the Western New York Agricultural, Horticultural and

Mechanical Association; the introduction of the steam fire engine; the opening of a new Home for the Friendless, and the founding of the Free Methodist and Christadelphian church societies. Ex-Mayor Child died May 17th. January 11th, 1861, an abolition convention was mobbed at Corinthian Hall. February 18th President-elect Lincoln addressed an enthusiastic multitude at the Central Hudson depot. The war fever soon after broke out, and money and men were liberally supplied to the government, the city and county furnishing one regiment each of infantry and cavalry. The office of fire marshal was created, St. Boniface church founded, and James Vick embarked in the exclusive growing of flower seeds on a large scale this year. Three regiments of infantry and a battery were sent to the war in 1862; the Clarissa street bridge was opened, and Dr. Swift discovered his first comet. The draft, and the sending of one regiment and one battery of artillery and one regiment of infantry to the front, were the great events of 1863. A paid fire department was established; the Rochester & Brighton Street Railroad Company was incorporated; the Arion Singing Society was founded; the corner-stone of St. Mary's Hospital was laid, and the old Eagle Hotel metamorphosed into a business block. Rochester contributed one regiment of cavalry to the service in 1864. Seth Green's fish-hatching experiments began; the fire department was incorporated; the Holy Family Catholic church founded; the City Hospital opened, and the Brackett House built this year, which was distinguished for wild speculation in oil and telegraph stocks. The latter, watered and manipulated, rose at one time during 1865 to 230, declining in a few months to 68, and bringing ruin to large numbers of investors. A great flood, March 17th, did much damage. The surrender of Lee and collapse of the Confederacy was joyfully celebrated April 9th, 1865; memorial obsequies of President Lincoln April 19th; the remains passed through Rochester April 27th; Fenian demonstration August 12th; Philharmonic and Humane societies and Audubon Club organized; work began on Powers' block. In 1866 occurred President Johnson's visit when "swinging around the circle," and the Fenian raid on Canada; Post No. 1, G. A. R., was established; Monroe County Homœopathic Medical Society organized, and Holy Redeemer church founded. An ice gorge caused the flooding of a portion of the city in February, 1867; Board of Trade organized March 9th, and soon fell through; Palmer Block and Washington Hall burned in May, three firemen falling victims; Mechanics' Savings Bank incorporated; Advent Christian church founded; ex-Mayor Gould died. The building operations of 1868 included 503 houses, costing \$1,456,100; work pushed on Power's block; *Daily Chronicle* established; Rochester Safe Deposit Company incorporated; Protestant Episcopal Church Home and Westminster church founded; engineer, brakeman and three children killed by locomotive boiler explosion at Genesee Valley depot. In 1869 the Metropolitan Opera-house burned; a floor of Sts. Peter and Paul school gave way, killing eight and injuring fifty; St. Patrick's Cathedral dedicated; Exchange street swing bridge built; Rochester & State Line railroad incorporated; two Episcopal and one Lutheran churches founded; fire alarm telegraph finished; East Side Savings Bank incorporated.

The State Arsenal was built in 1870; Powers block, completed on West Main and State streets the previous year, was extended to Pindle alley; Water-works company organized; consolidation of *Chronicle* and *Democrat*;

canal convention. Grand Opera-house opened 1871; East and Lake avenue Baptist churches founded; *Sunday Times* established; Pathological Society organized; several pioneers died. January 3, 1872, occurred the famous "Howard riot," in which two were killed and five wounded; twenty-eight deaths of small-pox this year, and the same number from cerebro-spinal meningitis; the horses suffered severely from epizootic; a number of ladies, headed by Susan B. Anthony, voted for Congressmen, were arrested and indicted, as were three inspectors; Miss Anthony alone was tried; work begun on State Line railroad and Vincent Place bridge; Oddfellows' Temple Association incorporated; German Insurance Company chartered; Rapids Baptist and Memorial Presbyterian churches founded; Young Men's Catholic Association and Holy Sepulchre cemetery incorporated. Cornerstone of City Hall laid May 28, 1873; Miss Anthony fined \$100 for illegal voting, the inspectors \$25 each, and fines remitted; Vincent Place bridge completed; Driving Park Association incorporated; Liederkranz founded; the Bible in the public schools abolished; Young Men's Catholic Association occupied its new building. In 1874 the Front street city building was finished; water-works inaugurated; Farmers and Mechanics' bank failed; ex-Comptroller Robertson found a defaulter in \$40,000; St. John's Lutheran and First German M. E. church, and St. Joseph's Orphan Asylum cornerstones laid; St. Michael's Catholic and Salem Evangelical churches dedicated; Police Benevolent Association organized. January 5, 1875, the new City Hall, costing \$337,000, was thrown open for public use; Leighton bridge works destroyed by wind; John Clark hanged November 19, for the murder of John Trevor, July 3; freight train derailed in Central depot, October 7, and engineer and fireman killed; Bank of Rochester incorporated; Literary Union and Young Men's Christian Association organized. The Hemlock lake water supply system was inaugurated January 23, 1876; Deaf-Mute Institute incorporated February 4; three murders this year and one murderer's suicide; First Baptist church erected; St. James church founded; *Sunday Herald* established; Board of Public Works superseded by Executive Board; Athenaeum and Mechanics' Association suspended. The summer of 1877 witnessed the Rochester Yacht Club's first lake regatta; display of \$1,000,000 stopped a run on the Rochester Savings Bank; telephone first used by Water-works department over the then longest existing line, 28 miles; Rochester Art Club and Ebenezer church founded. The State Line railroad made through connection, January 28, 1878. Commercial National Bank incorporated; German Evangelical church founded; firemen's monument dedicated. Stittheimer, Stone & Co.'s bank failed February 13, 1879. The preceding two months were characterized by extreme cold and heavy snows, causing railroad blockades, fatal accidents, and many deaths in rural districts from freezing. This year the Rochester Microscopic Society (now the Academy of Natural Sciences), the Rochester Opera Club and the Rochester Gun Club were organized; the St. Andrew's Episcopal church and Beth Israel synagogue were founded; the telephone exchange was established; the Rochester and Lake Ontario railroad finished; the *Morning Herald* started, and the Elwood block was erected.

January 26th, 1880, Charles Stewart Parnell was tendered a popular reception; first American Land League organized February 1st; R. J. Jarrard shot seriously Wallace Rice, and soon afterwards hanged himself;

Rochester & Charlotte Turnpike Company organized; General Grant attended Republican rally October 27th; General McClellan spoke on the opposite side the next evening; much enthusiasm. In 1881 the State Line railroad was reorganized as the Rochester & Pittsburg; Red Cross Society and Rochester Art Exchange and Mendelssohn Vocal Society organized; Academy of Sciences incorporated; Mand S. trotted at Driving Park in 2:10 $\frac{1}{2}$, August 11th; grand memorial funeral procession in honor of President Garfield, September 26th. The old Central depot was torn down and work commenced on elevated road in 1882; K. of L. paraded 6,000 strong; State convention of firemen in August; Osburn House changed to a business block; electric lights first used; Eureka Club, Rochester Musical Society, Oratorio Society, Canoe Club, Newspaper Guild and Beni David synagogue organized; work begun on Genesee Valley railroad; *Evening Express* and *Post* consolidated as *Post-Express*; City Bank suspended December 21st. Central-Hudson improvements to the value of \$2,000,000, including elevated tracks and a new depot, were completed in 1883, as were Powers' Hotel, at a cost of \$630,000, and the Warner observatory, cost \$100,000, the Warner building, cost \$500,000, the Central Avenue bridge, cost \$40,000, the Windsor Beach Belt railroad, and the Genesee Valley Canal railroad; Donald Gordon failed for \$500,000; Flour City National Bank building erected on former site of City Bank; Merchants' Bank incorporated; North Mission Presbyterian and Second Universalist churches and Berith Oulam synagogue founded; Cogswell fountain erected; taxes levied, \$1,013,542.20, on an assessed valuation of \$36,052,370.90. The G. A. R. State encampment for 1884 was held in Rochester February 2d; the Reynolds Library was organized; March 13th Rowland Jones jumped over the falls; March 24th the Free Trade Club was organized; the remaining events of the year comprised the transformation of the Bank of Rochester to the German-American Bank, the building of the new Third Presbyterian Church, the trial and conviction of John Kelly for the murder of Jacob Lutz in October of the previous year, the tearing down of the old Asbury church and erection of the East Side Savings Bank on the site, the murder of Reuben Crutchfield by Asa Dubois (both colored), the renumbering of the streets, the celebration of the city's jubilee, charges of corruption in the city government, and the beginning of work on the East Avenue Baptist church and the new Customhouse and Postoffice, the latter now nearly completed at a cost of \$500,000. The municipal boards of civil service examination held their first session December 7th. The formal dedication of the Park Avenue Baptist church occurred January 25th, 1885; the famous foundrymen's strike began April 30th, and was only terminated by arbitration August 9th; Asbury M. E. church completed in June; Grant memorial services at City Hall, August 8th; new jail accepted October 4th, at a total cost of \$76,420; Mechanics' Institute organized October 21st. August 17th, 1886, died Henry O'Rielly, first editor of the first daily paper—the *Advertiser*—ever established west of the Hudson river; Mrs. Abelard Reynolds, relict of Rochester's first postmaster, died August 22d, and on the 20th of November the business community went on a strike, recently settled, against the Bell telephone monopoly. The year 1887 was crowded with events of great local importance, many of which are described further along—among them the great building revival, laborers' riots, the contracting for the great east side sewer

outlet, the completion of the Rome, Watertown & Ogdensburg railroad bridge, Ellwanger & Barry park donation, the beginning of work on the southern boundary line bridge, the organization of the Chamber of Commerce December 19th, and the frightful explosion of naphtha in the city sewers, two days later, by which three lives and \$300,000 worth of property were destroyed.

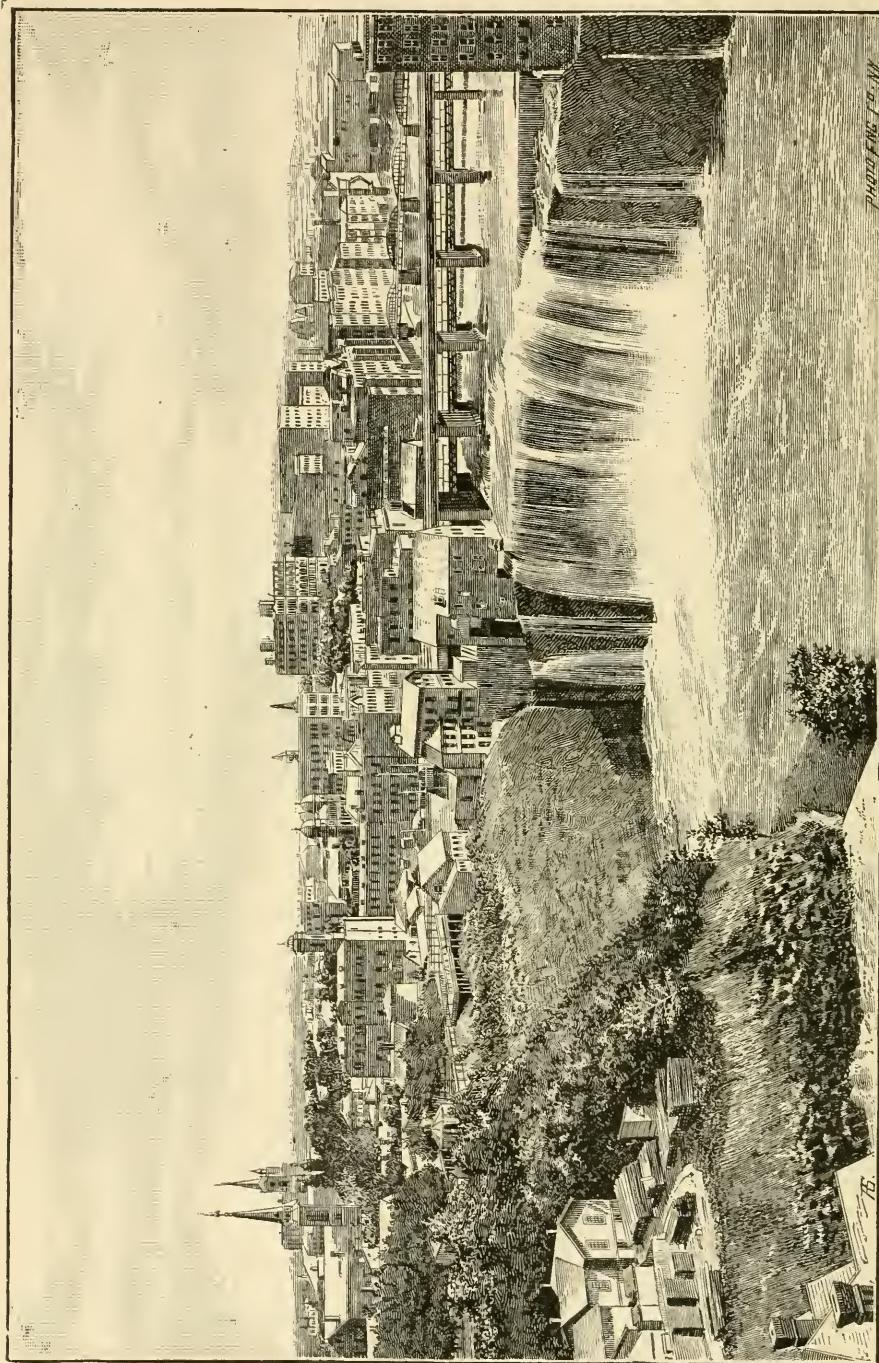
All events of note occurring the present year will receive proper attention in our succeeding chapters. In concluding this necessarily meager review of the past, however, we cannot do better than to introduce the following exhibit of one year's progress, prepared by Mr. T. B. Griffith, manager of the R. G. Dun Mercantile Agency and printed in the *Union and Advertiser* of January 3:

"The year 1887 has been one of the most prosperous this city ever saw, and the volume of business larger than ever before. In 1886 the sales in the leading lines of trade were as follows: Dry goods, \$8,000,000; clothing, \$8,250,000; boots and shoes, \$7,500,000; groceries, \$4,500,000; hardware, \$1,500,000. In all these lines a large increase is claimed over last year, but we have not yet compiled the exact figures and will not be able to do so until about the 1st of February. These figures are at least 25 per cent. in advance of the cities of the same population; the progress made has been of the most substantial character, and the percentage of profit and loss will be smaller than in any previous year, without we should meet with unusual disasters in January, which is not looked for. In 1886, number of failures, 27; liabilities, \$366,884; assets, \$283,079.73. In 1887, number of failures, 24; liabilities, \$225,394.22; assets, \$149,103.99, showing a large decrease, considering the larger volume of business. An unusually large number of new enterprises have been started during 1887—fifty-one new firms or corporations with a capital of \$5,000 and upwards, and 192 new firms with a capital from \$500 to \$5,000. In no single year previous have so many new firms launched into existence."

THE PRESENT.

AN OUTLINE VIEW OF THE CITY AS IT IS—INDUSTRIAL,
COMMERCIAL AND ARCHITECTURAL DEVELOPMENT—
MUNICIPAL GOVERNMENT—WATER SUPPLY—RAIL-
ROAD FACILITIES—ETC.

THE present of Rochester is indeed magnificent and full of promise. Situated at the head of navigation, on the Genesee river, on the line of the world-famous Erie canal, a railroad center of great magnitude; the site of numberless mills, factories, minor industries, powerful mercantile and commercial establishments; full of the monuments of progress in the form of great public and private edifices such as few inland cities can boast; her residence streets and environs lined and dotted with the palatial homes of the rich and the scarcely less inviting domiciles of her thrifty working masses; with a real estate taxable valuation of \$85,000,000; with an area of 11,000 acres, a population little short of 150,000, and increasing at a phenomenal rate—Rochester ranks fourth in the list of cities in the State, and is the handsomest, richest, busiest, most public-spirited and progressive city and community of equal extent and numbers between the Atlantic and Pacific coasts. The great natural advantages of the location certainly contributed immensely to the development of the place, and they are still extremely valuable, notwithstanding the general substitution of steam for water-power and sails, and the railway for lake, river and canal navigation, the turnpike, the stage coach and the wagon train. The noisy Genesee continues to flow through the city, spanned by numerous bridges and the Erie canal aqueduct, its waters being utilized by means of races to propel the ponderous machinery of many tall factories, while its three falls are constant sources of pleasure to citizens and strangers who love to contemplate the matchless works of Omnipotence. Most of their wild beauty is gone, and the romantic river has long been harnessed to serve the uses of man, but the Genesee will long survive in song and story in its associations with the once astute and powerful Seneca, the daring pioneer, and the advance of civilization in which it has proven one of the



UPPER FALLS OF THE GENESSEE.

PHOTOGRAPH BY J. M.

most useful factors, lending its rushing waters to manufactures and its channel hence to Lake Ontario to commerce. The three celebrated falls are all within the city limits, and are known as the Upper, Middle and Lower falls, the first 96, the second 26, and the last 83 feet in height. Our engravings give a very fair idea of the Upper and Lower falls. It was over the former that the immortal Sam Patch leaped to death and fame, proving conclusively that "some things can be done as well as others." From the lower fall to the mouth, seven miles, the Genesee is navigable for lake craft of all classes, large numbers of which load at the city wharves for voyages to all ports east and west as far as Montreal *via* the Welland canal, and west to Duluth *via* the same canal, Lakes Erie, Huron, Michigan and Superior. Charlotte is Rochester's lake port, and a vast coal trade centers there.

The attractions of Rochester are so many and varied that a brief description would fill a volume. The city proper within the corporate limits covers an area of twenty-five square miles, intersected with broad, well-paved and superbly built streets, avenues and boulevards, lined with grateful shade trees, while well appointed parks in various quarters invite to pleasant rambles in flower-bordered walks or to refreshing rest beneath the spreading trees. Additional parks are projected on the four sides of the city, wealthy citizens freely offering lands for the purpose, some of which have been accepted, the intention being to connect these breathing-places, when laid out, by means of a broad carriage-way or boulevard extending from one to another, thus forming a continuous girdle set with emeralds for the further adornment of this already nearly perfect gem of a municipality. Lawns, grass plats, shrubbery, foliage and flowers abound everywhere, save in the very heart of the business district, and the resident rejoices all summer long in the fresh breezes of Lake Ontario, perfume-laden by a thousand gardens and orchards.

The moral standard of the community is very high, as is attested by the great number of well attended and liberally supported churches of all denominations, embracing eleven Methodist Episcopal, ten Presbyterian, ten Episcopal, twelve Roman Catholic, with Cathedral, six Baptist, five Lutheran, four Reform, two Congregational, two Christadelphian, two Covenanter, two Universalist, one Church of Christ, one Quaker, one Free Methodist, one Adventist, and three Hebrew synagogues.

The opportunities and facilities afforded for education are literally unsurpassed, and embrace, in addition to the public school system, described at greater length elsewhere, several institutions of extended fame, conspicuous among which are the Baptist Theological Seminary, noted in the remotest quarters of the earth for the thoroughness of the training imparted and for the devotion and ability of its *alumni*; the University of Rochester, ranking with the best American seats of learning, and the Free Academy, bearing the same relation to the common and grammar schools as do the high schools elsewhere, occupying a superb building erected for the purpose at an outlay of more than \$125,000.

Of eleemosynary institutions there are many, supported by the city, county, State, church societies and public charity. Among the most notable of these are the State Industrial School, the County Industrial School, the Home of Industry, the Monroe County Insane Asylum, the County Alms-House, the Hubbell Park Orphan Asylum, Home for the Friendless, Epis-

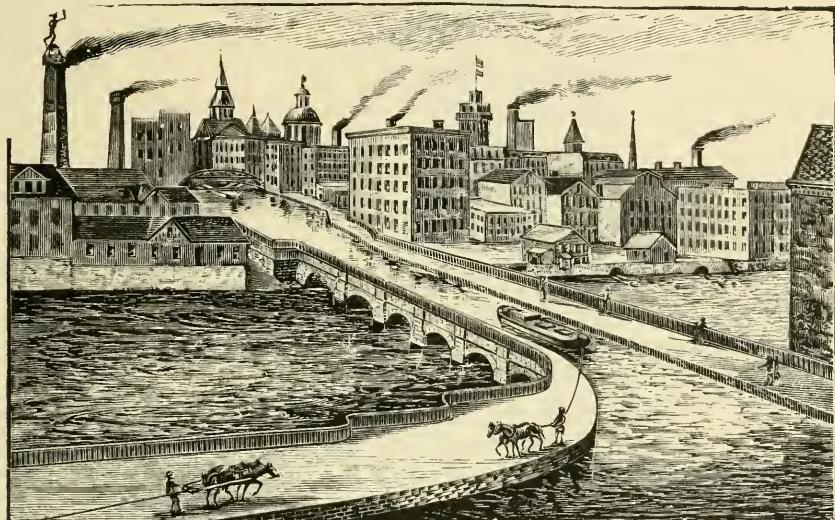
copal Church Home, St. Patrick's, St Joseph's and St. Mary's Orphan Asylums, and two fine hospitals, one of which—the City—is a public institution, while the other—St. Mary's—is conducted under Catholic auspices, the combined capacity of both approximating 500 patients. Thanks to the salubrious climate and generally excellent sanitary conditions which obtain, their resources are never taxed to their utmost.

The principal cities of the dead in the vicinity of Rochester are Mount Hope, 200 acres in extent, dedicated in 1838, the property of the city and the site of the firemen's and other notable monuments; Holy Sepulcher, Roman Catholic, consecrated in 1872, 140 acres, commanding a view of the river; the Pinnacle (R. C.), and the Rapids, besides numerous smaller cemeteries belonging to churches and other associations.

The means of internal travel are quite complete, comprising nearly a dozen street railways radiating to all points within the corporate limits, but as a progressive people the citizens of Rochester are dissatisfied with horses as a motive power, and a project is on foot to substitute therefor the cable (grip) system, thus assuring greater celerity of movement and reducing the time consumed in going to and from the suburbs and the business center. Work has also been commenced on an electric railway to connect Rochester with Charlotte, at the mouth of the Genesee, and other short lines are under construction or consideration to perfect communication with surrounding points, and when completed cannot but add greatly to the wealth and importance of the city and of all the region round about. Details concerning established and contemplated railway routes are given at greater length in their appropriate place, as are those relating to the city government, educational, water, fire and police departments.

The prosperity of the modern city is dependent more upon its manufactures than upon all other interests combined, and it is to her wise encouragement of these and the possession of extraordinary natural advantages for their development that Rochester owes her present pre-eminence among interior communities. At first her most important advantage was found in the practically unlimited water power supplied by the Genesee river—to this day an invaluable factor in her industrial development—but later came the Erie canal and the railroads, supplying her artisans with abundant materials, and carrying their finished products to every nook and corner of the continent, their advent marking new epochs of advancement and stimulating afresh the enterprise and ingenuity of a people already persuaded of the grand part they were to play in the drama of a nation's growth. Beginning with milling, of which this is still a noted center, one after another new industries were attracted hither, until to-day few points can boast of a greater diversity or value of output, embracing almost the entire field of human effort, while in point of excellence the goods made here are justly renowned throughout Christendom. Many millions of capital and the labor of thousands of skillful men are devoted to the manufacture of flour and other bread-stuffs, boots and shoes, architectural and iron bridge work, cars and car-wheels, carriages, clothing, woolen and cotton fabrics, funeral supplies, burial caskets, boilers, engines, wood and metal-working machinery, pianos, agricultural implements, lager beer, furnaces, stoves, photographic apparatus and supplies, furnishing goods, canned fruits and vegetables, furniture, interior fittings and decorations, doors, sash, blinds, headlights, signal lamps, conductors' and other lamps, electrical

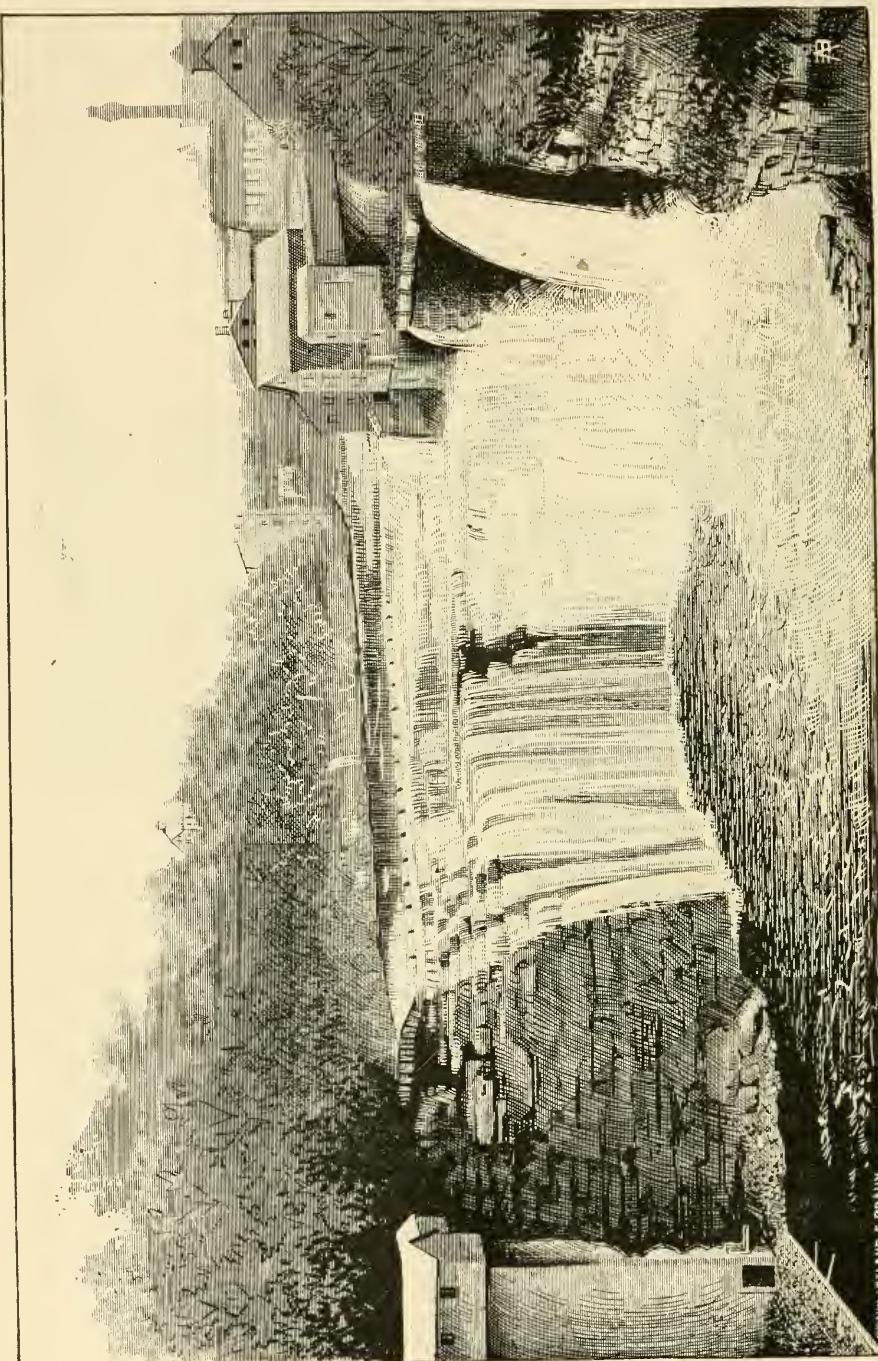
apparatus, optical goods and instruments, glassware, safes, locks, hardware, tobacco, cigars, cigarettes, confectionery, oils, paints, proprietary medicines, etc. Nor do these include all the resources from which wealth is drawn, thanks to conditions of soil and climate which make this region the grand center from which are shipped several million dollars' worth of choice fruit and ornamental trees, vines, plants, bulbs, flower and garden seeds annually, while many hundred thousand tons of hard and soft coal are distributed to the various lake ports, the facilities provided at Charlotte for handling this commodity being extensive and complete.



ERIE AQUEDUCT OVER THE GENESEE.

Banking facilities are first-class and amply sufficient for all present needs, the State and National Banks numbering seven—four of the former, three of the latter—all in a sound and flourishing condition, besides four savings institutions, with immense and fast-increasing deposits, the latter showing a total growth of nearly \$700,000 per annum for a number of years past. The thrift of the working classes is further exhibited by the liberal support given to building and loan associations, the Ancient Order of United Workmen, the Knights of Honor, and other worthy beneficiary associations conducted on the assessment plan of life insurance.

No better evidence of the intelligence of the community could be adduced than is afforded by the business returns of the postoffice, which show receipts of \$312,920.40 for 1886, ranking tenth in volume, while the city was twenty-first in population. A glance at our engraving of the fine new postoffice building, now fast approaching completion, will convince the reader that in this respect Rochester fully sustains her otherwise justly assumed metropolitan pretensions.



LOWER FALLS OF THE GENESSEE.

MUNICIPAL.

MAYOR AND COUNCIL AND THE GOVERNMENT DEPARTMENTS — EXECUTIVE AND SCHOOL BOARDS — EDUCATIONAL—THE TAX LEVY — PUBLIC HEALTH.

The city government of Rochester is vested in the Mayor, elected biennially, a Common Council, composed of one member from each ward, and the heads of the Treasury, Law, Assessors', Map and Survey, Poor, Police and Health Departments, a Municipal Court, a Board of Excise, consisting of three commissioners, regulating the issue of liquor licenses, and not less than two nor more than three inspectors of elections for each district of the sixteen wards, exercising supervision of matters pertaining to the suffrage. Applicants for positions in the public service other than elective officers, heads of departments, appointees of the City Treasurer and Board of Education, and laborers, must successfully pass a civil service examination by a board of three members impartially appointed from different political parties by the Mayor. All other things being equal, honorably discharged soldiers and sailors have the preference.

Auxiliary to yet independent of the Mayor, Council and departments named, are the Executive Board and the Board of Education. The first is composed of three members, of whom one is elected by popular vote annually for a term of three years, salary \$2,400 per annum. The office of the board is at the city hall, and it is provided with a clerk at \$2,000, a superintendent of streets at \$1,800, and a street department pay clerk at \$1,320 per annum. The board has charge of the street and street lighting department, the water-works department, the fire and fire alarm telegraph department, and the cemeteries. The Board of Education is composed of a president and one member from each of the sixteen wards, and the office and library are located in the Free Academy building, South Fitzhugh street.

The Mayor is elected biennially, has an office in the city hall, is officially present from 10 A.M. to 12 M. daily, except Sundays, and draws a salary of \$3,300 a year. Hon. Cornelius R. Parsons is now serving his seventh term, which expires April, 1890. The salary list is as follows:

Appointees of council and its committees—City clerk, \$2,000; messenger, \$1,200; assistant-messenger, \$200; fire marshal, \$1,200; sealer of weights and measures, fees; inspector of milk, meat and vegetables, \$1,000; city hall watchman, \$900; city hall engineer, \$800; janitor, \$800.

Treasury department—City treasurer, \$4,500; deputy-treasurer, \$2,000; four assistants at \$1,100, \$1,000, \$840 and \$720 respectively.

Law department—City attorney, \$4,000; assistant, \$2,000; stenographer, \$900; clerk, \$840.

Assessor's department—Three city assessors, \$2,700 each, including hire of one clerk each.

Map and survey department—City surveyor, \$2,300; assistants at \$1,500, \$1,060, \$900, \$792, \$761, \$651, \$660, and \$560 respectively.

Poor department—Overseer, \$1,700; assistants at \$900, \$900, \$900 and \$750 respectively. Two physicians at \$500 each.

Police department—Station, city hall—Board of commissioners composed of the mayor, *ex-officio* chairman, and two members appointed by council for four years; salaries for appointees, \$1,000 each; police justice, elected for four years, \$3,300, including clerk hire; clerk of court and commissioners, \$1,500; superintendent of police, \$1,800; first captain and assistant chief, \$1,400; second captain, \$1,300; four lieutenants, \$85 each per month; seven detectives, \$90 each, and one at \$85; court interpreter, \$90; three telegraph operators, \$40 each; one turnkey, \$75; one janitor, \$60 per month; three drivers, \$900 each; ninety-nine patrolmen, \$900 each per annum, all appointed by the commissioners. Connected with the patrol-wagon service are three sergeants, two patrolmen and a driver. About 120 patrol telegraph boxes are distributed through the city, and each ward has the further protection of a constable elected by the people.

Health department—The mayor and city clerk, *ex-officio* chairman and clerk, and five members appointed by the mayor; health officer, salary \$900; messenger, \$400; superintendent and clerk, \$850; superintendent of garbage, \$4 per day; four inspectors, \$500 each; two sewer-flushers, \$500 each; keeper of Hope hospital, \$600—all appointed by the board. Twelve contractors, with an equal number of two-horse vehicles, each provided with two men, collect and remove all garbage at the rate of \$4.75 a day for each team, acting under orders of the commissioners.

Municipal court—City hall—Two judges, elected, salary \$2,400 each; one clerk, appointed by court, \$900.

Commissioners of Excise—Three members, appointed by the mayor for three years, salary \$720 each.

Inspectors of Elections—Two from each district are elected annually, and one appointed by council.

THE EXECUTIVE BOARD.

This co-ordinate branch of the city government, exercising special authority in matters affecting the water supply, the fire department, cemeteries, streets and street lighting, is composed of three members, one of whom is elected annually, and each entitled to a salary of \$2,400. The board has under its immediate control three officials, viz.: Clerk, salary \$2,000; superintendent of streets, \$1,800, and pay clerk, street department, \$1,320, besides exercising general direction of the departments committed to its care. The employees and salaries are:

Water-works department—Chief engineer and general superintendent, \$3,000; assistant engineer, \$1,600; draughtsman, \$1,000; clerk, \$884; receiver, \$1,400; three clerks, \$960 each; two clerks, \$884 each, and one \$600; foreman of repairs, \$1,400; engineer at Holly works, \$1,500; assistant engineer, \$1,200.

Fire department—Chief engineer, \$2,000; two assistants, \$1,200 each; superintendent of hose depot, \$900; assistant, \$720; superintendent fire alarm telegraph, \$1,700; one lineman, \$700; eight foremen, \$900 each; eleven drivers, \$720 each; seventeen hosemen, \$720 each; three tillermen, \$780 each; sixteen laddermen, \$720 each; two pipemen, \$780 each; and

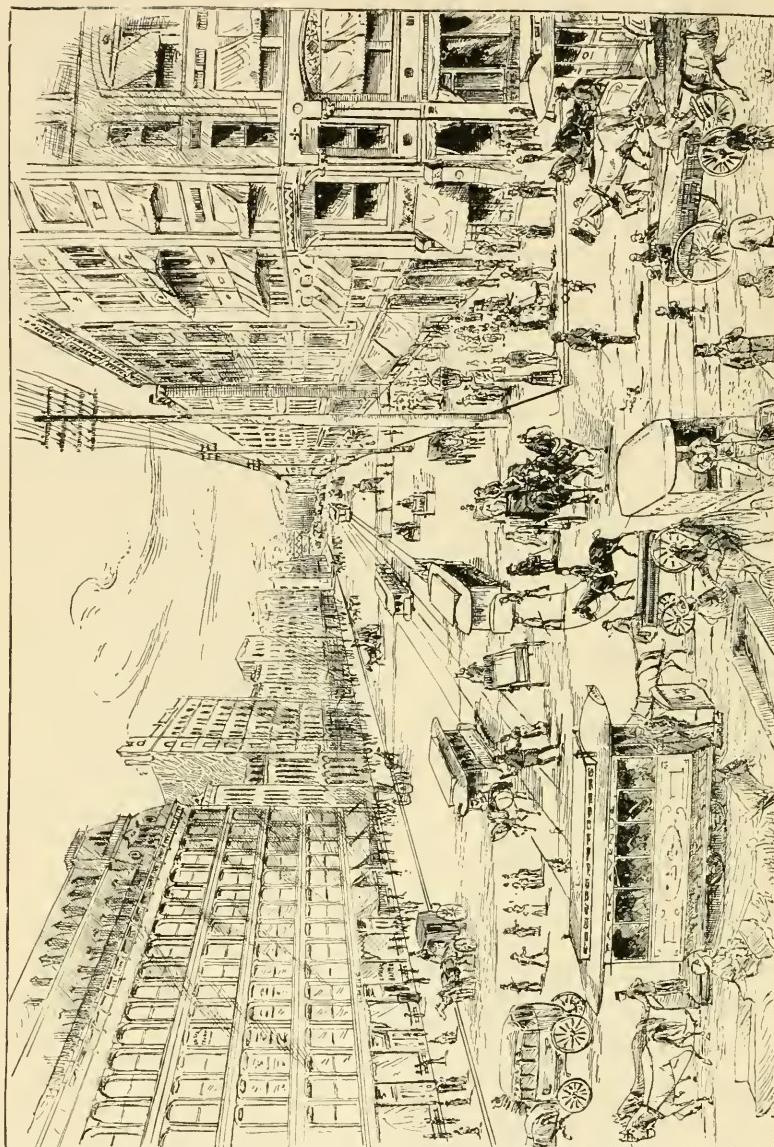
the equipment embraces four steam fire engines, five hose carts, three hook and ladder trucks, one extinguisher, and thirty horses. The small number of fire engines in commission may strike those unacquainted with the city and its facilities for the extinguishment of fire as a little singular; but the fact is that for the present any increase of that branch of the department is unnecessary, and those now kept in readiness are seldom used save in the case of fire in the remote suburbs, because it is the policy of the authorities to extend the water service as rapidly as new streets are laid out, and before they are paved, establishing fire-plugs at convenient distances. There are between 1,700 and 1,800 of these plugs, and the pressure by gravitation from Hemlock lake and from the Holly water-works is sufficient to force any desired number of streams to and over the top of any structure in the city. The two water systems are connected by gates, and can be combined whenever required for fire service. It should be borne in mind, also, that the paid fire department is efficiently seconded by a well-organized volunteer force, provided with two hose carriages and protective apparatus, all under direction of the fire chief and Executive Board. Two new hose-houses are now under construction, and when finished and equipped will add greatly to the effectiveness of the department. For many years past fire losses have averaged less than \$130,000 a year. Nearly 200 signal boxes, placed convenient of access, are provided for the purpose of turning in alarms, and are in charge of a skillful superintendent; salary \$1,700.

Thirty-seven miles of the streets are illuminated by means of some 1,275 gas lamps, supplied, lighted and kept in order by three separate gas companies, at a cost of five cents per lamp per night, and 105 miles by 638 Brush arc lights at thirty and forty cents each per night, 220 Rochester electric, and 830 Edison incandescent. About 80 miles are unlighted.

The cemeteries, under supervision of the board, are six in number, viz.: The Holy Sepulchre, Roman Catholic, Lake avenue, incorporated 1872; Mount Hope, public, 200 acres, established by the city 1836; Rapids, corporate, established 1812, one and a half acres, Genesee street; St. Boniface, R.C., Pinnacle avenue; St. Patrick's, R.C., west slope Pinnacle hill; Saints Peter and Paul, Maple near Childs street.

THE BOARD OF EDUCATION.

This board, composed of sixteen members—one from each ward—has charge of the public schools, and has the appointment and control of a librarian, salary \$2,200; assistant librarian, salary \$720; clerk, \$600; messenger, \$360; engineer and janitor of Free academy, \$900; school policeman, \$800; school carpenter, \$900; and all principals and teachers, salaries varying as to grade, thus: Grammar and intermediate, male principals, \$1,000 to \$1,350; female principals, \$500 to \$700, except in grammar schools Nos. 7 and 18, where the pay is respectively \$1,000 and \$1,250. Assistant teachers in the common schools, 350 in number, receive from \$250 to \$450. School population, 1886, 14,610; average daily attendance, 11,035. The Rochester Free academy, performing the work of the high school of other cities, is a fine building located on South Fitzhugh street near Main, and for 1886 had 656 pupils. The salary list includes a principal at \$2,000; one assistant at \$1,500, one at \$1,100, two at \$800, one at \$700, six at \$650, and two at \$600 each; a teacher of German at \$1,100, and a teacher of natural sciences and drawing at \$1,500. Total value of school property, \$600,000.



STATE STREET LOOKING NORTH FROM THE FOUR CORNERS.
(Copyright 1887.—Used by permission of the Editor of Municipal Manual.)

October 31, 1887, the Superintendent of Public Schools submitted to the board of education his report, which shows a considerable improvement over the previous report, from which the preceding figures are condensed. It is as follows: Deposited in city treasury as tuition for non-resident pupils, \$129. Estimated population of the city, 120,000; children between five and twenty-one years old, 39,000; school houses, 30; school houses in process of erection, 2; annexes rented, 3; whole numberschool rooms, 316;

total number teachers, 353; pupils registered, 1887, 14,948, Free academy, 666; average number belonging, 11,725, Free academy, 577; average daily attendance, 11,147, Free academy, 556; percentage of attendance, 95; Free academy, 96.3. A revision of the course of study is made necessary by recent changes in text-books and subjects for study. Pupils of the third grade will hereafter be "promoted upon the judgment of the principal and grade teacher," as in the first and second grades. The course of Fish's arithmetic number 1, has been extended into the fifth and sixth grades, and a select course in Kerl's grammar is arranged. Fish's arithmetic number 2 takes the place of Robinson's Practical, and a prominent place is given to language and composition. The matter of correct letter writing as a part of the instruction is emphasized. Civil government as a separate study has been dropped from the course and will hereafter be taught in connection with United States history. The time of the grammar school course has been extended from nine to ten years, and elementary algebra has been introduced into the tenth year. The importance of teaching reading thoroughly in the primary grades is dwelt upon in the report. The changes in the course in arithmetic, language, composition and grammar, and the importance of the courses in geography, spelling and vocal music are points especially emphasized. The subject of school buildings was treated at some length and the satisfactory operation of the no-recess plan was mentioned.

In the matter of the cost of instruction the report stated that it varied little from year to year and was considerably less than that in a large majority of cities in the Eastern, Northern, Middle and Western States. The Free academy is not large enough for the demand. It is already packed to its utmost capacity with pupils, and it may reasonably be expected that 350 pupils will apply for admission in September next. Either rooms should be rented or a new high school building be erected.

Regarding school accommodation the report states that the extra appropriation made last June enabled the board to provide for an additional number of pupils at Nos. 20, 22 and 31, but it is necessary that annexes should be provided for Nos. 13, 18 and 24, and relief is greatly needed at Nos. 3, 4, 6 and 11. Forty-three teachers graduated from the training class, and the class this year numbers 69 young ladies. The building fund for the year was \$13,231.72; building fund, extra, \$20,000; repair fund, \$9,442.61; teacher's fund, \$167,054.79; contingent fund, \$52,419.95.

The Board of Education also exercises general supervision of the Rochester, St. Patrick's, St. Joseph's, St. Mary's, and the Church Home orphan asylums.

The Western New York Institution for Deaf Mutes, incorporated 1876, is located on North St. Paul street, and receives pupils at public charge.

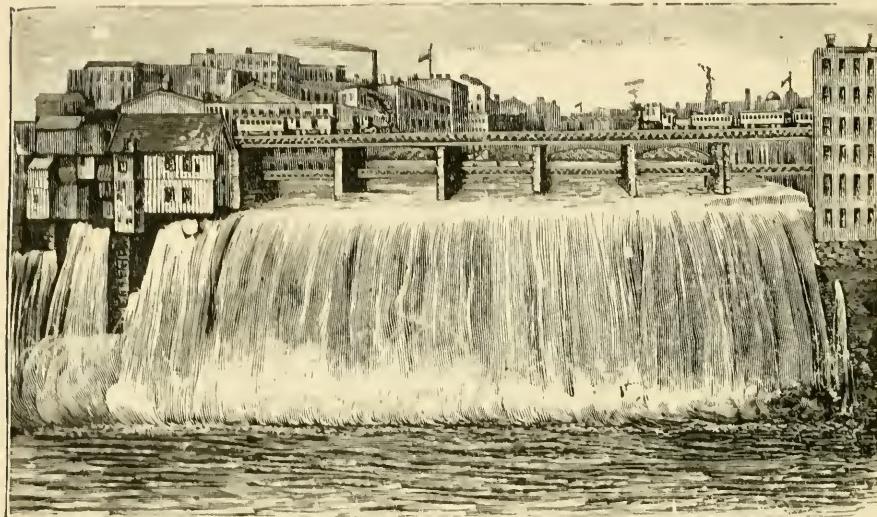
HIGHER EDUCATION.

The University of Rochester, chartered 1850, is a famous institution of learning, conducted on the most liberal principles. The value of property, including land, buildings, securities of all kinds, etc., is placed at a sum approximating half a million dollars; income from all sources, \$34,000; expenses, \$40,000 per annum. The library, a magnificent and comprehensive collection, is housed in Sibley hall, adjacent to the university building,

and is open to the public for reference and consultation. The Reynolds laboratory is another valuable adjunct to the university. All of these buildings are illustrated on page 12.

The Rochester Theological Seminary (Baptist), chartered 1851, is celebrated for the number and eminence of its graduates. The property and improvements are valued at \$123,000, invested funds \$437,000, income \$25,000 per annum. Five of the ten professorships are endowed; from ninety to one hundred students attend, and the facilities afforded are unsurpassed, embracing among other advantages a carefully selected library of more than 25,000 volumes.

The various libraries located here afford the student and general reader exceptional opportunities, and include, besides the Central school library



ANOTHER VIEW OF THE UPPER FALLS OF THE GENESSEE.

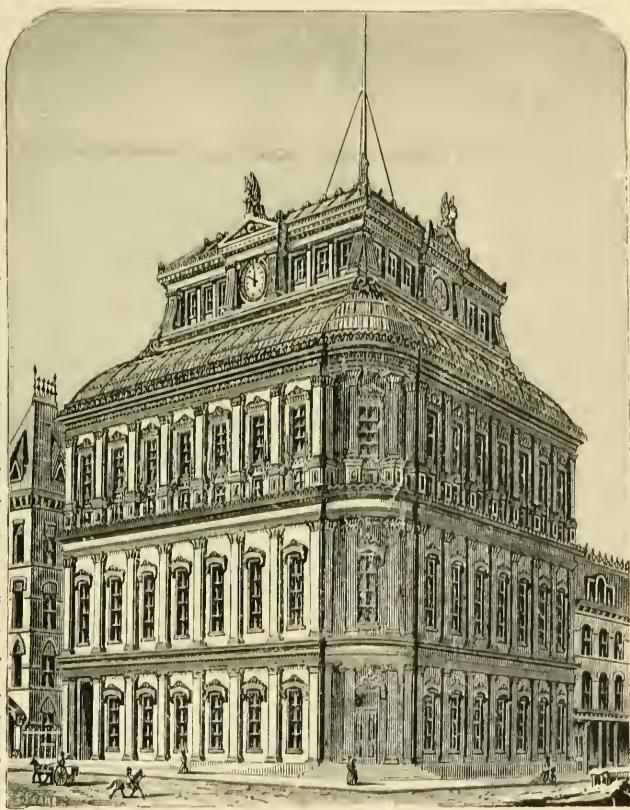
of 14,249 volumes, at the Free academy, the following: Theological seminary, 20,590 volumes; University, 21,790; Reynolds, 14,000; Court of Appeals, 12,000; Deaf Mute, 5,500; Rochester Orphan Asylum, 1,200; City Hospital, 2,045; Y.M.C.A., 1,427; Warner Observatory, 600; Convent of Saered Heart, 1,280.

There are some fifty private and church schools, academies and orphan asylums in the city.

CHAMBER OF COMMERCE.

PRELIMINARY WORK — ORGANIZATION — OFFICERS AND COMMITTEES — INAUGURAL BANQUET — ADDRESS OF PRESIDENT WARNER.

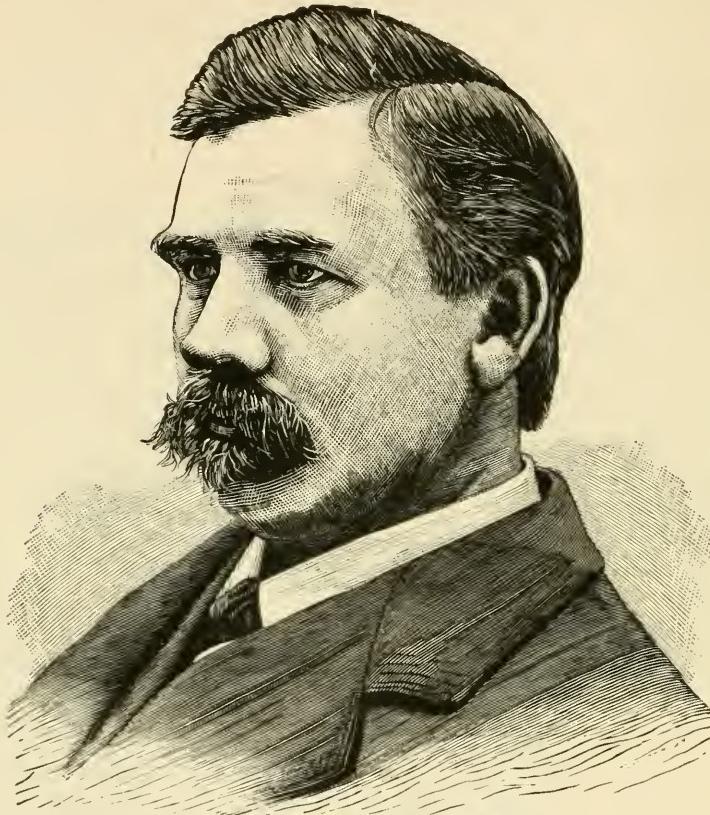
VIGILANT inquiry fails to discover who suggested the idea that culminated in the organization of Rochester's present Chamber of Commerce. The first known of it by the general public reached them by means of an advertisement in the daily press of November 22, 1887, inviting the business men of the city favorable to the formation of an association having for its object the material advancement of the community to meet at the Mayor's office for the pur-



ROCHESTER CHAMBER OF COMMERCE BUILDING.

pose of taking steps for a general public meeting to perfect plans and put the movement into tangible shape. The response was beyond all anticipation, and the preliminary consultation was so numerously attended and so enthusiastic that it was determined to organize on the spot. Committees on constitution and by-laws, to nominate officers and to solicit the co-oper-

ation of business men were appointed, and the meeting adjourned in high spirits, confident that the work had begun in the right way. Nor were they mistaken. At the second meeting, held at the same place December 5, the constitution and by-laws were adopted, as was the name—Rochester Chamber of Commerce—and the names of forty-six members were placed on the rolls, each advancing the fee of twenty dollars. Progress was



H. H. Warner

PRESIDENT CHAMBER OF COMMERCE.

rapid thereafter, the infection spreading like wildfire, and at the ensuing meeting, called for the election of officers at the Common Council Chamber December 19, ninety-one members reported, the number swelling to one hundred and fifty-four ere the hour for adjournment arrived. The officers chosen and committees appointed are as follows: President, H. H. Warner; first vice-president, W. S. Kimball; second vice-president, Frank S. Upton; third vice-president, Henry Michaels; treasurer, H. B. Hathaway; secretary, J. Y. McClintock. Executive committee—D. M. Hough, Arthur S. Hamilton, T. B. Griffith, Wm. C. Barry, George C. Buell, Henry C. Brewster; H. H. Warner, chairman.

Managers, for three years—Lewis P. Ross, Charles J. Burke, Henry C. Brewster, Arthur S. Hamilton, D. M. Hough, George C. Buell, A. M. Lindsay, W. H. Gorsline, J. H. Chase, Arthur G. Yates.

Managers, for two years—William C. Barry, Isaac Wile, Eugene T. Curtis, William N. Oothout, John W. Goss, Frederick Will, E. Frank Brewster, Clinton Rogers, James Vick, S. B. Roby.

Managers, for one year—Lewis Chase, Harvey W. Brown, Granger A. Hollister, Silvanus J. Macy, J. W. Gillis, Rufus K. Dryer, E. W. Peck, T. B. Griffith, C. M. Everest, Alexander Hayden, the president, vice-presidents and treasurer being *ex-officio* members of the board or managers.

Standing committees—On Manufactures—D. M. Hough, chairman; Henry D. Stone, J. W. Gillis, Henry C. Munn, J. W. Niederpreuem, John F. Alden, H. H. Pryor, B. Rothschild, R. K. Dryer, E. W. Peck, Henry A. Strong, Patrick Cox.

On Railroads and Transportation—Arthur S. Hamilton, chairman; L. P. Ross, Charles Fitz Simons, A. G. Yates, Ira L. Otis, Lewis Chase, S. B. Stuart, Benjamin E. Chase, John W. Goss, Rufus A. Sibley, Simeon G. Curtice, Charles S. Hastings, J. A. Hinds.

On Promotion of Trade—T. B. Griffith, chairman; Henry Lomb, Eugene T. Curtis, A. S. Mann, John Fahy, Henry S. Hebard, H. Wheeler Davis, Leo Stein, Robert M. Myers, H. H. Craig, Samuel Wilder, E. Ocumpaugh, Henry Likly.

On Statistics, Publication and Public Improvements—William C. Barry, chairman; George C. Buell, jr., S. B. Roby, J. C. Hart, F. M. McFarlin, P. L. Salmon, J. G. Cutler, George H. Ellwanger, W. S. Little, E. R. Andrews, Arthur Robinson, Julius M. Wile.

On Legislation, Postal Facilities, Telegraphy and Insurance—George C. Buell, chairman; H. F. Huntington, Alfred Wright, Frank S. Upton, W. F. Balkam, C. E. Angle, E. M. Upton, H. S. Greenleaf, H. F. Atwood, George Weldon, James S. Graham, James Vick, Samuel Sloan.

On Entertainment—Henry C. Brewster, chairman; Joseph O'Conor, Frank A. Stecher, Harold C. Kimball, C. C. Woodworth, G. G. Macpherson, J. DeWitt Butts, W. Henry Mathews, Granger A. Hollister, John E. Morey, jr., Horace C. Brewster, C. M. Everest, Seth J. Arnold.

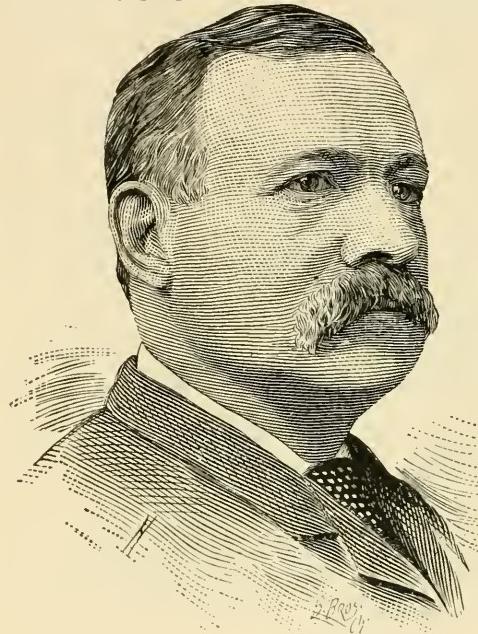
The objects of the Rochester Chamber of Commerce, as set forth in the preamble to the constitution, are “the promotion of trade, the increasing and fostering of our manufacturing interests, the protection of our manufacturers and merchants from unjust discrimination, the furthering of all business which shall tend to the advancement of our interests as a business community and add to the general welfare and prosperity of our citizens.”

Tuesday evening, January 10, the Chamber was duly inaugurated by a banquet at the Powers Hotel, tendered by the president, H. H. Warner, Esq., at which were present two hundred and sixty members and many invited guests, all of whom contributed their utmost to render the occasion an enjoyable and memorable one.

The first regular meeting was held at the Warner building January 12, when the president delivered an able and forcible inaugural address as follows:

GENTLEMEN: This is the first meeting of our board to perfect our organization. It is but proper that we should look over the work we have before us. We have taken upon ourselves a great work, which I believe will be appreciated by all our citizens. They may not see how we are to accomplish the end we have in view, neither can we; but when 300 business firms, such as are represented in this body, turn their thoughts and efforts in one direction, there will be plenty of success at no distant day.

We have a beautiful and attractive city. Its surroundings are much more than ordinary, and strangers are attracted and animated by them. The beautiful drives, leading in many directions about the city, are seldom surpassed; within a half-hour's drive from our city line is the second Coney Island of America, and one of the most beautiful of lakes, forming the last link in the chain of lakes between the Mississippi and the Gulf of St. Lawrence. Within twelve hours ride by steamer is that beautiful summer resort, the Thousand Islands, having no equal on this continent for recreation and sport; and two hours' ride brings us to that great cataract, Niagara Falls, which many people travel thousands of miles to see.



W. S. KIMBALL,

FIRST VICE-PRESIDENT CHAMBER OF COMMERCE.

name of the "Flower City."

Among the other industries for which Rochester stands prominent, if not pre-eminent, among the cities of the country may be mentioned edge and machinists' tools, ale and beer brewing, burial caskets, cigarettes and tobacco, headlights and lamps, bank-locks, carriages and sleighs, steam engines, furniture and cabinet ware, ladies' underwear, fruit canning and preserving, elevators, wood-working machinery, frames and mouldings, bridge building, dental chairs, dry plates, drain and sewer pipe, first-class hotels, and newspapers.

Rochester can boast of the finest public art gallery in the country. Her business blocks contain many buildings that are models of elegance. It would be very difficult to find a repulsive street, and even the poorest streets are possessed of some beautiful residences, with generous and beautiful surroundings.

The city is located in a great fruit-growing district, noted for many years for the perfect product of its orchards. Numerous connecting railroads and the Erie Canal give us unexcelled transportation facilities. A ride of a day or a night takes our people to New York or Chicago, Boston, Philadelphia, Baltimore or Washington.

Our people are happy and prosperous, our mechanics are skilled, and in no other city in the United States can so many artisans and laborers point to comfortable homes owned by themselves. The vaults of our Savings Banks and Loan Associations are filled to overflowing with the earnings and savings of our people.

Our principal streets are surpassed but by one other in the United States, Euclid avenue of Cleveland, Ohio, which has the aid of nature, enabling it to be classed as one of the most beautiful streets in the world.

Some 20,000 of our people depend upon our boot and shoe manufacturers for their living, and even a greater number depend upon our great clothing houses. It is very gratifying that your president is able to tell you that these two great enterprises are ranked high up in the lists, and that very few cities excel us in this respect.

Our milling business is a very important factor in our city. Our nurseries, flower farms and seed houses are the most extensive in the country, are famed the world over, and justly entitle us to the

The mercantile standing of our business houses and manufacturers is a theme of commendation throughout the country. The remarkably small number of failures during the last few years shows a record which cannot be excelled.

Our people are noted for their generosity in sustaining private and public charitable institutions.

Rochester can boast of its educational and church advantages. We have the finest graded school system. Our Free Academy affords the greatest advantages for those of limited means who wish to enter upon a course of thorough education. Our Mechanics' Institute makes a thorough practical training possible to those who desire it.

Our Rochester University is excelled in but few instances. All religious denominations are represented by suitable church edifices, many of them costly and elegant.

Our water works, including the Holly and Hemlock systems, are as perfect as the device of man can make them. The low percentage of loss by fire gives a better guarantee of their excellence than we can. The Hemlock system and the water are

as near perfect as can be found. In an elaborate statement, published a short time ago, I saw that the Rochester Hemlock water is rated as next to the purest water used in any city in the United States.

The gentle slope of our city furnishes the best facilities for draining, and with our water supply renders the sanitary condition of the city as standing without a rival. With private wells entirely abolished we shall reach as near perfection as it is possible. Our water-power, also, is a very important factor in the prosperity of our city.

There are many other advantages which I might mention, but I will not now take up more of your time for that purpose.

With its natural advantages Rochester has quietly pushed itself forward, until our city is estimated to have a population of 130,000. The census of 1880 made it 89,366. The increase from 1870 to 1880 was 40 per cent. Our increase since 1880 has been much more rapid than from 1870 to 1880. This growth has been going on without attracting much if any attention. It would be hard for



FRANK S. UPTON,
SECOND VICE-PRESIDENT CHAMBER OF COMMERCE.

any one to account for so rapid a growth of any city without any special reason.

Now, gentlemen, if two industries alone, the clothing and the boot and shoe industries of this city, will furnish employment to, or sustain, about 40,000 or 50,000 people, and with the natural growth within ten years from 40 to 50 per cent., what may we not expect from a united effort to encourage other large manufacturing enterprises, of which we have but few. Reflect for a moment, and call to your mind how many manufacturing concerns have each furnished work for thousands of people, almost an entire city. Of course, such large concerns, employing a great number of people, are not so advantageous as smaller manufactories employing the same number of men, from the fact that if misfortune should overtake some of the latter the calamity would be of less importance, as it would only affect a few, while with large concerns many would be affected, causing a more general depression for the time being.

Large manufacturing concerns can be induced to come to Rochester. They must be encouraged in more ways than one. We must let them feel that their success is ours. We must encourage them by giving them our financial aid in case they ask it

as an inducement to locate in this community. Why should we do this, many will ask? I will try to explain: If every man would invest a little of his surplus in manufacturing concerns that care to receive such investments, provided the stock is offered by such concerns as locate in our midst, the amount would be of little importance to the investor. Yet if all capitalists, business concerns and real estate owners in the city of Rochester would invest 1 or 2 per cent. of their capital in assisting manufacturers to locate here, even if one in five were to be a failure and the loss of 50 per cent. of such investment should actually be made, which is not at all probable, the growth of our city would be marvelous, and within five years the value of our real estate would increase at least ten times the amount that we had invested, even if the investment should be an entire loss. We cannot expect a few to do this alone, neither can we expect the members of the Chamber of Commerce alone to do it. Neither can we expect our large business men or capitalists to do it alone. Every citizen of Rochester must be wide awake to the new era that is dawning upon the city. Every one must contribute his little, and we will be astonished at the results inside of five years.

Many will pooh! pooh! at the suggestion and will say: "That's right; let these wide-awake, energetic men put in their money. I do not propose to discommode myself for the sake of others' profit." Such men are blind to their interests. They blind their vision with a nickel.

Gentlemen, I do not hesitate to say that Rochester could make millions of dollars by investing 1 per cent. of her wealth in encouraging manufacturers. In five years, if this was done, she would double or treble her population, and increase her wealth by increasing the value of her real estate many times. By increasing the work in our city we would reduce the percentage of our taxes much more than the amount of money that we might contribute toward this object.

We have now nearly all the city improvements a prosperous city requires. There is no necessity for much addition to our expenses for double or treble our population.

The belief is that our citizens have become wide-awake to the fact that Rochester can become a great city, and is about to cast off its village garb. That petty jealousies and envy are fast becoming

things of the past. Mushrooms are becoming palatable, and old fossils are fast being shelved and forgotten. A few years ago, from the best obtainable information, a man who came to this city as a stranger was considered an interloper, and if he met with success he was compelled to battle with jealousy, false rumors and the complications that arise in business from such sources and the business world besides. We have risen above all this, and to-day it is the prevailing sentiment of all to welcome, encourage and foster business and manufacturing, and the general sentiment of the entire city is: "Welcome you. Come. We have every advantage to offer you."

The indebtedness of our city, on the average with other cities, compares favorably. The bulk of it was caused by constructing our water works system, which is becoming more valuable as our city increases in size. These works belong to the city, and the outstanding debt should not be considered a drawback, from the fact that the property is worth many times the liability. Every man, woman and child participates in the beneficial results. It is their property, and the day is not far distant when the city will receive a handsome revenue from what appears at the present time to be a burden.



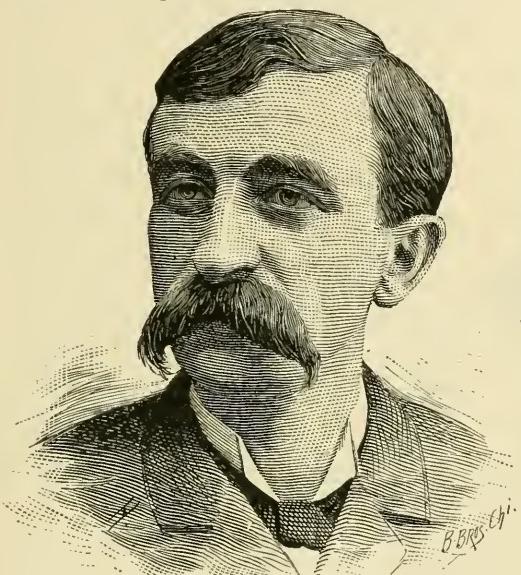
HENRY MICHAELS,
THIRD VICE-PRESIDENT CHAMBER OF COMMERCE.

The management of our municipal affairs compares favorably with that of other cities. I do not wish to cast any reproach on our city government, but it is proper for us to look on both sides; the disadvantages as well as the advantages that are presented. We find it an unfortunate defect in most cities that the municipal affairs are left to drift in a more or less indifferent way. What is the result of the loose political methods which prevail in the administration of the affairs of our cities throughout the country? In the first place, it increases our taxes, and increases them without giving a fair compensation for such increase. People who recognize the difference between spending money wastefully and investing it will not criticise the investment that brings back returns. To spend without proper returns is absolute waste. I think it is about time for the business men of our country to give municipal government some attention and see that the men filling our principal offices are honest, careful, competent business men, and this evil of careless indifference or neglect, which permit the use of municipal offices for political purposes should be blotted out of every city.

If the taxes are higher in our city than in other cities the merchants and manufacturers doing business in competition with these other places are handicapped, because of the added expenses in taxes. These taxes make it—to the extent that they are

higher than his competitors have—impossible for the manufacturer to successfully compete in business contests. Now, I am not instituting comparisons between Rochester and other cities, I am only trying to lay down a general principle that a Chamber of Commerce, composed of merchants and business men of Rochester, should observe. It is our bounden duty to do all we can to promote good government, on a business basis, to the end that we may hold our officials to a personal accountability for their acts, and that we may secure, for the money exacted from us every year in the shape of taxes, full commercial value for every dollar.

Now, how are we to bring this matter about? I ask you to call up in your mind your city officials as a body, and ask yourselves, "Are these the kind of men whom we would select to be responsible for the expenditure on our own behalf of \$1,250,000 per year?" If they are not such men, whose fault



J. Y. MCCLINTOCK,
SECRETARY CHAMBER OF COMMERCE.

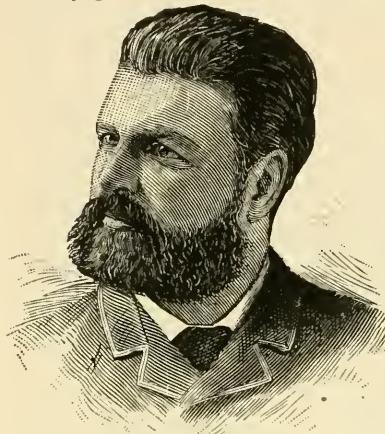
is it that they are in office? It is not our duty as an association to go into politics; it is not our duty to favor one party or another; but it is our duty as individuals, as members of business houses, and as heavy taxpayers, to infuse some of our business methods, our business sagacity, our business judgment, into our conduct as citizens, and insist upon it that we shall have full value rendered, by competent, honest men, in the administration of our city's affairs.

Years ago it was the proud boast of the American citizen that he held an unsolicited office, as the gift of the people. To-day, instead of the office seeking the man, too often it is the rule the men seek office, and sacrifice their manhood and debauch every principle of honor and morality in order to secure that office. There are exceptions. There are occasions when the office seeks the man, and I think you will agree with me that in most cases where the people have wisely chosen such men they have been good officials, whose influence has lived in municipal affairs long after they themselves have passed away. Our aldermen, our school commissioners, and our city officials generally, should be men of high business and moral character. In our own city, and in

other cities, I am confident that the fault is not so much with the individual, is not that he is necessarily dishonest or incompetent, but the machinery with which he works and the methods employed by him and his associates, are political methods and political machinery, and any one who is familiar with the matter knows that if our business affairs were run on the same principle that our municipal affairs are they would soon run into bankruptcy. If we could say, "Our city is governed by our best business men, they attend the caucuses and conventions, and see that the best men of both parties are nominated, and when they are nominated we stand by them and assist in their election, and do not leave them to the corrupt elements of their party to fight out the battle alone." Gentlemen, when we do this you will find plenty of our best business men will be willing to accept the offices, and will conduct the municipal affairs with as much pride, care and attention as they do their own business. When the success of our candidates depends upon the best elements of our city, and when they are surrounded by associates they would be glad to meet socially, politically and in business affairs, we may look for a happy condition of our city government. On the other hand, it is too often the case that these posi-

tions of honor are filled by men that you as business men would not allow to sweep the floors of your business offices.

Is this right? I say such men should never hold office, and if elected they should never be re-elected. It makes no difference from what party they come, be it Republican, Democratic or Prohibition. If necessary, form a combination of the best elements of both parties and defeat them, and show the ward politicians that from this time out the people propose to purify the city offices at the polls if the trouble cannot be successfully coped with at caucuses and conventions. The election of such men is a detriment and disgrace to the city, and in fact that such nominees are elected because they belong to this or that clique or party, is a crime. If this evil cannot otherwise be overcome in our cities, it would be much better to nominate a citizen's ticket, composed of the best men from both or all parties, and succeed or fail on that issue, and in proper time irresponsible and unreliable men will



T. B. GRIFFITH,
CHAIRMAN COMMITTEE ON PROMOTION OF
TRADE, CHAMBER OF COMMERCE.

find that they have mistaken their calling, and will seek positions better suited to their nature. []

I need not discuss the merits or demerits of our present charter. I have only to say to you that in the opinion of men most familiar with it, and in the opinion of the men who are familiar with its workings, if an instrument had been drawn up to encourage looseness and irresponsibility it could not have been better fitted for such a purpose. It is the old village charter patched up, cut over, glued together and distorted, and made to do duty for a city of 130,000 people. The result is the Mayor is not responsible for the administration of the law; the Excise Commission has nothing to do with the prosecution of those who violate the licenses it issues; the Common Council is not responsible for the expenditure of city funds. Many criticise the proposed new charter, as placing too much power in the hands of one man, the Mayor, be he who he may; I may say I think it very unwise to unite such powers as the new charter proposes to do, unless the citizens of Rochester are determined to see that only the best men are elected to office. Of course, if a bad man is elected Mayor, then to give him absolute power is a serious thing; but there is no reason why we should have bad men as Mayors if our citizens and business men respond to the duty that is clearly theirs, of serving the city if called so to do. The most difficult thing in our government, and I presume in the world is, as I have hinted, the difficulty of locating the responsibility for everything that is done wrong. I am not familiar with the details of the charter that was proposed, but I am sure that, if the government is a good criterion of the charter, no charter drawn up by such men as were engaged in that work could possibly have ended in such a travesty upon good government as the present charter of the city of Rochester.

Gentlemen, I leave these, not political considerations, but commercial considerations in your hands. I trust you will pardon me when I say that I do not believe that there is a work that could be done for the city of Rochester so beneficial as that of putting our best business men in the place of those who are unqualified, or indifferent to their responsibilities; although we have in some instances men of high character, honor and qualifications, fully capable of filling the offices to which they were elected. Re-elect them, and put enough of our best business men with them to give us a perfect municipal government. When this is accomplished you will find a different situation and an improvement of a very large percentage in our business and moral status. This, I claim, is the very foundation of the prosperity of the city, to promote which is the main object of the formation of this association.

Excuse me, therefore, for calling your attention to another fact. The business men of Rochester have not been, as it seemed to me, as alert as they have been in some other cities to the general advantages arising from what may be termed a community of interest. If any peculiar advantage has been acquired by a business concern it may be a temporary benefit to that concern to prevent, if possible, its home competitors from sharing it. But is it a benefit in the end? Would not a broader view result in a more permanent, and, ultimately, a greater gain? It seems to me that all commercial or manufacturing concerns in Rochester would find it to their ultimate advantage to seek to elevate not only their own standard, but that of every other house engaged in the same line of business in the city.

The result of this would be that the high standard of Rochester goods, which find their way into the markets of the world, would so attract the general trade that the trade of every Rochester concern would be largely increased, all would gain in the transaction, and the ultimate results would be much more beneficial to the house which first secured a temporary advantage than as though a selfish course had been adopted.

There is but little doubt that Rochester is discriminated against on its freight rates. Manufacturers have built their factories along the great New York Central railroad, with the promise that they should not be handicapped because of the lack of freight competition which is afforded to those located in the great centers. This question of freight discrimination, against one city, in favor of another, is a very vital one. It is the prevailing sentiment that we are not receiving fair treatment at the hands of those who fix the rate of freight over the great trunk lines upon which we place our greatest reliance. This will be one of the principal questions that will be handled by this Board, and I hope the entire membership of the Chamber of Commerce, all the business men of Rochester, and in fact all our citizens, will work in harmony when the proper time comes for us to act. It has been thoroughly demonstrated in Rochester that when a matter of injustice that concerns all citizens is brought up they will stand firm and deprive themselves, for the purpose of obtaining justice. We do not know in what shape this matter of discrimination against us in freight rates will come, but when it comes, let us work together for the common welfare, as though for our own individual welfare. I think this question should receive our early attention.

There is another matter which appears to me to be very important and which is working to the disadvantage of Rochester, Syracuse, Buffalo, Cleveland, Detroit and other cities along the lines of these great trunk railroads. It is the practice of selling through tickets from western points to New York city or Boston, without granting a lay-over check for any intermediate place. For instance, a western or southwestern dealer desires to make a short trip to New York. He of course desires to transact his business in the shortest possible time, and with as much ease, and even luxury, as possible. He buys what is known as a "limited ticket." As he passed through the different cities en route, under ordinary circumstances, and with an ordinary ticket, such as he obtained in former days, he would stop at different points and purchase from the manufacturers there. This was beneficial to the railroads as well as to the merchant. To the railroads because it secured the freight without having to compete with half a dozen trunk lines such as run out of New York. To the merchant because he could buy direct from the manufacturer and personally select his own goods.

To overcome the present state of affairs many, in fact, nearly all the manufacturers at the points above mentioned, and at a great many others, have established agencies or warehouses in New York and other such cities, at great expense and the inconvenience and trouble of running one or two otherwise unnecessary establishments. For the merchant to make all of his purchases in New York is perhaps the easier way, but no such buyer can forget that the expenses of the manufacturers' agent, or ware-

house, in New York, or the profit of the middle-men, have all been added to the price of the goods.

This may appear like a matter of little importance, but I think it is worthy of consideration by all the cities along these great railroad lines, and that it should receive from you some thought and attention. It certainly adds to the cost of manufacture to establish such warehouses or pay the profits granted to middle-men, which amounts to a large sum. I do not see why it is not our duty, as a Chamber of Commerce, to make an investigation and see if we cannot convince these different railroads that it would be wise to favor manufacturers along their line and thus save our city and other cities hundreds of thousands of dollars.

Another point worthy of thought is the fact that we have but few parks in Rochester. I think we should encourage our city officials to endeavor to secure more of these breathing places, even if we do not for some time see fit to improve them. Messrs. Ellwanger & Barry have just made a noble and generous gift to the city for park purposes, which will, no doubt, be more thoroughly appreciated as its value becomes more generally known. Twenty-two acres of land, which in location and natural advantages are peculiarly adapted to the purposes of a park, will, when it has received very moderate improvement, afford the people of Rochester a delightful resort. For charming prospect and healthful air it will not be excelled by any park of its size in the country. It is to be hoped that this is but the beginning of a park system appropriate to the populous city Rochester is destined to become. A formal vote of thanks to the gentlemen who have made this generous donation would seem to be a proper thing for the Chamber of Commerce to put upon its records. I believe it is also our duty to pay some attention to the moral as well as the physical, political and commercial interests of the city. The Young Men's Christian Association of this city, the Young Men's Catholic Association, the Young Men's Jewish Association, and similar associations of young men, are doing noble work and should be encouraged. The Young Men's Christian Association have been canvassing the city for the past year for building fund. They have succeeded in raising in all about \$70,000. Does it speak well for the moral and business enterprise of this city that a larger sum for such a purpose has not been raised? The New York Central R. R. recognizes the influence of sound religious principles over its employees, and sustains such associations in connection with its road, simply because the managers know it is good business policy. There is no adequate place in the city of Rochester set apart and ordained for the amusement, entertainment and profit of young men. If a young man, anxious for an education, or agreeable surroundings and safe society, comes to Rochester without home influences and without friends, the chances are that instead of starting on a noble course in life, that will end in distinction and wealth, he will fall under the influence of some one of the 800 or more saloons, or the score or more of gambling hells that stand open night and day, Sundays and week-days, crying for his money and his blood. If we had such institutions as the Young Men's Christian Association, the Young Men's Catholic Association, and the Young Men's Jewish Association are endeavoring to give us, and young men should connect themselves with such institutions, they would grow into a wise and useful manhood. The city of Rochester, and every city, is under obligations to care for its young men. All cannot be attracted to churches. One rule will not fit all. We must seek to provide moral influences of various kinds, in order to attract the different dispositions among our young men.

There is one more subject I think it proper to call attention to. Twenty-seven years ago a gun was fired at Charleston harbor, that many thought to be the "crack of doom" for the Union. Then came four years of terrible warfare. For twenty-seven years the bones of many of the fathers and sons of the city of Rochester and Monroe county have been bleaching in unmarked graves; their names have almost faded from the records, and can scarcely be recalled to memory. For four years now the people have been scraping together their cash, and doling out their pennies and their dollars with unwilling hand; no monument yet rises, no memory is preserved, no evidence is given that we loved those who died for us. I tell you, gentlemen, the South, in her defeat, teaches us a lesson, for not a man in all the southern land who died for his State, who died for his people, has been forgotten, and the names are engraven in enduring stone, and their memory kept perpetually green. They failed. We triumphed. They have not forgotten their dead, and we have not kept ours in mind. I trust, gentlemen, that we shall not consider it foreign and apart from our purposes as members of the Chamber of Commerce, to encourage the effort and speedily see to it that a suitable monument is raised, and that it shall be a memorial fit for those who surrendered everything that the world can give that we might enjoy the benefits of a free government.

President Warner is a native of Van Buren, N. Y., where he first saw the light January 10, 1842. He came to Rochester in 1870 as general agent for a Cincinnati safe manufacturing concern, and within ten years accumulated an independence and the reputation of the heaviest safe dealer in the country—the result of untiring energy, great executive capacity, and a marvelous knowledge of men. At present he is at the head of the most extensive patent medicine house in this or any other country, manufacturers of the famous "Safe" remedies, and also of the "Safe" yeast and "Log Cabin" remedy firm of H. H. Warner & Co. He is celebrated, besides, as the founder of the Warner observatory, described elsewhere.

First Vice-President Wm. S. Kimball is a native of New Hampshire, born in 1837. A machinist by trade, he settled in Rochester in 1857, and in 1863 commenced the manufacture of tobacco. He is now head of the firm of W. S. Kimball & Co., proprietors of the renowned "Peerless" tobacco works.

Second Vice-President Frank S. Upton is vice-president and treasurer of the Kelly Lamp Company, secretary and treasurer of the Rochester Title Insurance Company, and a director of the Rochester & Genesee Valley Railroad Company, besides being identified with other enterprises of a business nature. His age is thirty-seven, and he has resided here since infancy.

Third Vice-President Henry Michaels, born in England, is thirty-five. He came to Rochester when but sixteen, and was trained to the clothing trade in all its branches. As head of Michaels, Stern & Co., manufacturers and jobbers of clothing, he is favorably known all over the continent.

Treasurer Henry B. Hathaway, aged forty-nine, for twenty years senior member of Hathaway & Gordon, brewers and maltsters, has resided here since 1865. He has been a director of the Flour City National Bank for thirteen years, acting as president for the last five.

Secretary McClintock was born in Boston, and came to Rochester something over eight years ago. His qualifications for his present position are of the highest order, and the Chamber was indeed fortunate in securing his services.

Chairman D. M. Hough, Committee on Manufactures, removed to Rochester from Auburn nine or ten years ago, and is senior member of Hough & Ford, shoe manufacturers.

The Committee on Railroads and Transportation is presided over by a native of the city, Mr. Arthur S. Hamilton, a prominent hardware merchant, born here in 1833.

There are few gentlemen better known to the business men of Rochester and throughout Western New York than Mr. T. B. Griffith, manager of the mercantile agency of R. G. Dun & Co., who has recently taken so active a part in the organization of the Rochester Chamber of Commerce, acting as secretary until the appointment of a permanent secretary of the organization, and to whom is attributable in a large measure the credit of placing it on its present substantial basis. Mr. Griffith is by profession a lawyer, having graduated in 1864. Finding the legal profession unsuited to his taste, he drifted into Wall street, and after acting as cashier for the banking firm of Archibald Ogilvie for some years, on the death of Mr. Ogilvie, succeeded him, forming the well-known firm of Geo. R. Wallace & Co., who for a number of years transacted a successful banking and

brokerage business at No. 48 Wall street, New York. Mr. Griffith has been connected with the Rochester branch for about eight years, and previous to that time with the New York and Buffalo offices.

Chairman W. C. Barry of the Committee on Statistics, Publication and Public Improvements, is a son of the junior member and himself connected with the firm of Ellwanger & Barry, nurserymen, president of the Western New York Horticultural Society, and a director of the Rochester City & Brighton railroad.

Chairman Buell of the Committee on Legislation, Postal Facilities, Telegraphy and Insurance, is senior member of George C. Buell & Co., wholesale grocers, and the oldest of Rochester's living merchants.

Chairman Henry C. Brewster of the Committee on Entertainment, is cashier of the Traders' Bank, vice-president of the Rochester Trust and Safe Deposit Company, a commissioner of Mt. Hope Cemetery, director of the Rochester and Genesee Valley Railroad Company, and of the Empire State Insurance Company, and vice-president for New York of the American Bankers' Association. Membership, up to June 15, when our report closes, is as follows:

MEMBERS OF THE CHAMBER OF COMMERCE.

Adler L. Bros. & Co., 92 N. St. Paul, mnfrs. of clothing.	Carlton W. F., Rochester Optical Co., 11 Aqueduct.
Aikenhead W. & J. M., 68 Front, mnfrs. soap and fertilizers.	Carroll, Hutchings, Southard & Co., 148 E. Main, dry goods.
Aldrich Theodore F., 152 State, fruit, oysters, etc.	Carter I. F., 89 State, carpets and furniture.
Aldridge Geo. W., member Executive Board.	Carter David K., grain buyer and farmer.
Allen, Strauss & Co., 22 E. Main, clothing.	Castle Wilmot & Co., 177 W. Main, mnfrs. ant. cookers.
Allen L. L., 48 Platt, mnfr. fine flannels.	Caufman, Dinkelspiel & Co., 61 N. St. Paul, mnfrs. clothing.
Alling & Cory, 68 Exchange, whol. paper, etc.	Chace E. B., 45 Warehouse, lumber.
Amsden Frank J. 4 W. Main, banker, broker, etc.	Chapman, Eugene J., 18 Arcade, B. & O. telegraph.
Andrews E. R., 1 Aqueduct, printer.	Chapin Will K., Rochester Steel Mat Co.
Anthony D. M., 203 N. Water, aerated bread.	Chappell, James K., 105 Plymouth av., real estate.
Archer Manufacturing Co., 9 N. Water, mnfrs. barbers' chairs.	Chappell, Chase, Maxwell & Co., 131 State, mnfrs. coffins and caskets.
Armstrong D. & Co., 120 Mill, mnfrs. boots and shoes.	Charlotte Iron Works, G. B. Smith, pres't; A. B. Clarke, treas.
Arnold S. J. & Co., 44 N. St. Paul, whol. dry goods.	Chase Charles H., 1 E. Park, nurseryman.
Ashley Wm. J., cashier Merchants' Bank.	Chase & Co., 5 Aqueduct, millers.
Babcock H. H. & Co., 5 W. Main, coal.	Chase Brothers Co., 3 E. Park, nurserymen.
Backus Jas. M., 17 W. Main, groceries, etc.	Chase & Otis, 319 S. St. Paul, lumber.
Barlow William K., 47 Arcade, insurance.	Churchill Win. W. & F. L., 31 State, law and real estate.
Bartholomay Brewing Co., 479 N. St. Paul.	Citizens' Gas Co., W. H. Ward, Sec'y.
Bausch & Lomb Optical Co., 537 N. St. Paul, mnfrs. optical instruments.	Clark Coking and Smokeless Furnace Co.
Beir Albert, 115 E. Main, carpets and furniture.	Clark E. P. & Co., 107 State, life insurance.
Beir Martin, 41 Arcade, insurance.	Cleveland S. D. W., 18 E. Main, cigars, etc.
Benjamin S. M. & Sons, 178 E. Main, toys, notions, etc.	Cogswell P. J., 28 E. Main, Bradley Fertilizer Co.
Bickford Brothers, mnfrs. spring beds.	Cohn H. C. & Co., 129 N. St. Paul, men's furnshg. Commercial National Bank.
Bolton Thomas, 93 Andrews, mnfrs. shoes.	Cook E. H. Co. (Limited), 31 Mill, steam heating.
Bowman Thomas W., 46 Vick Park, nurseryman.	Co-operative Foundry Co., 15 Hill, mnfrs. stoves.
Bradshaw & Herzberger, 48 S. Fitzhugh, coal.	Copeland & Durgin, 126 Jay, mnfrs. furniture.
Bradly Gilbert & Co., 37 S. Fitzhugh, stone dealers.	Costello & Harrah, 59 Mill, mnfrs. confectionery.
Brewster Henry C., cashier Traders' Bank.	Cox P. Shoe Manufacturing Co., 139 Water, mnfrs. shoes.
Brewster H. P., 77 E. Main, tobacco and cigars.	Cramer J. G. 53 E. Main, mnfrs. paper bags.
Brewster H. & Co., 17 N. Water, whol. grocers.	Craig H. H., 84 N. Goodman, lumber.
Brewster Crittenden & Co., whol. grocers.	Crooks, A. B., 346 E. Main, produce.
Brewster Gordon & Co., 153 E. Main, whol. grocers.	Crosman Brothers, 503 Monroe av., seedsmen.
Briggs James E.	Crouch C. T. & Son, West near Lyell av., lumber.
Bristol A. M., 9 Exchange, mnfrs. registers, etc.	Crouch George W. Jr., 170 N. Goodman, lumber.
Buck & Sanger, Powers' Hotel.	Crouch G. W. & F. P., lumber and saw mill.
Buell George C. & Co., 39 Exchange, whol. grocers.	Culver J. Z., 53 Arcade, real estate.
Burke, Fitz Simons, Hone & Co., 122 E. Main, whol. ret. dry goods.	Cunningham, James, Son & Co., 13 Canal, mnfrs. carriages and hearse.
Butts I. W. & J. DeWitt, 16 State, lawyers.	Curtis Bros. Co., canned goods.
Byrnes, Dugan & Hudson, 6 Pleasant, mnfrs. children's shoes.	Curtis & Wheeler, 19 Mill, mnfrs. boots and shoes.

- Cutler Manufacturing Co., 235 E. Main, letter chutes.
- Cowles Joseph, 231 Mill, millwright.
- Curtis P. H., 25 Favor, mnfrs. artificial stone.
- Davis J. G. & Son, millers.
- Davis John A., City Treasurer.
- Dewey Alvin H., 42 Monroe av., drugs.
- Dewey D. M., pictures and publishers.
- Dewey I. H. Furniture Co., 108 State.
- Dickinson Wm. C. coal.
- Doyle Michael & Co., 30 White, evaporated fruits.
- Drake C. E., 37 Arcade, grain.
- Dumont John E., 140 Powers Block, grocers' broker.
- Dun, R. G. & Co., 75 State.
- Danford & Knap, furniture movers.
- Drake H., 34 Arcade, coal.
- Eastman Dry Plate & Film Co., 343 State, photographers' supplies.
- East Henry R., 37 Front, meat market.
- Eastwood William, 130 E. Main, boots and shoes.
- Edison Electric Illuminating Co. (H. L. Brewster, Secy.)
- Edgerton H. H., builder.
- Elderkin, Taylor & Co., 138 N. Water, mnfrs. shoes.
- Ellwanger & Barry, 280 Mt. Hope, nurserymen.
- Ellwanger E. S., Chicago Safe & Lock Co.
- Elwood F. W., 25 Elwood Block, lawyer.
- Embry F. W., freight agt. N. Y. C. & H. R. R.
- Empire Moulding Works, 57 Gorham, mnfrs. mouldings.
- Engert George & Co., 304 Exchange, coal.
- Ernst Louis & Son, 29 East Main, hardware.
- Everest Charles M., 13 Exchange, Vacuum Oil Co.
- Ellsworth & Grant, 275 E. Main, contractors.
- Ernisse W. S., 48 Scio, painters.
- Erie Despatch, Paul A. Rochester, agt.
- Fahy John & Co., 74 State, whol. and ret. dry goods.
- Fay Jay & O. W. Dryer, architects.
- Fee Brothers, 21 N. Water, whol. liquors.
- Feiock B. & Co., 135 E. Main, importers wines, etc.
- Ferguson & Lewis, millers.
- Ferrin Brothers & Co., 187 E. Main, shippers, grain, etc.
- Filon M., 6 Washington hall, real estate.
- Firman, Webb & Webb, 12 Smith's Block, insurance.
- Fleckenstein Brothers, 88 West av., steam bakery.
- Foley & Duncan, 366 Plymouth av., lumber and coal.
- French, Palmer & French, coffee, spices, etc.
- Frost & Co., 16 Frost av., nursery, florists.
- Fuller George R., 40 State, mnfr. artificial limbs.
- Furman C. E. & Co., merchant tailors.
- Galusha N. H., 93 Court, foundry.
- Gardner L. P., 118 Mill, paper, twine, etc.
- Garson D. M. & Co., 32 E. Main, clothing, hats and shoes.
- Garson, Kerngood & Co., 112 N. St. Paul, mnfrs. clothing.
- Garson, Meyer & Co., 39 N. St. Paul, mnfrs. clothing.
- Genesee Brewing Co., 345 N. St. Paul.
- Gerling Brothers, 5 N. Water, millers.
- Gillis J. W., 195 Exchange, mnfr. mouldings.
- Gleason William, 10 Browns Race, mnfr. machinist tools.
- Glen Brothers, 20 Hawthorne, nurserymen.
- Glenny W. H. & Co. (G. B. Watkins), 190 E. Main, crockery, etc.
- Goetzman F. & Co., 160 E. Main, jobbers bonded whiskies.
- Gorton & McCabe, carpets.
- Graham E. O., 1 East Park, nurseryman.
- Graham J. S. & Co., 266 Lyell av., wood working machinery.
- Graves, L. S. & Son, 30 Center, mnfrs. elevators.
- Greenleaf H. S., 190 Court, mnfr. locks.
- Greenwood John & Co., 224 Mill, barrel machine works.
- Greshheimer L. & Co., 106 E. Main, clothing.
- Gutmann Max L., importer watches and jewelry, 52 N. Clinton.
- Hallenbeck D. W., 144 State, tobacco.
- Hair L. M., Osburn House Block, western mortgages.
- Hamilton & Mathews, 26 Exchange, whol. and ret. hardware.
- Ham C. T. Manufacturing Co., 11 Allen.
- Hannan John W.
- Hatch Patent Crimper Co., 92 Andrews, shoe counter mnfrs.
- Hathaway & Gordon, 93 N. Water, brewers.
- Hawley F. W., 10 Elwood Block.
- Hayden C. J. & Co., 270 State, mnfrs. furniture.
- Hayden Furniture Co., 112 Exchange, mnfrs. furniture.
- Hayes M. D. L., Elwood Block, insurance.
- Hebard Henry S., 214 S. St. Paul, marble, etc.
- Hess S. F. & Co., 57 Exchange, mnfrs. tobacco.
- Higgins E. M., 10 State, groceries, wines, etc.
- Hinds J. A. & Co., millers.
- Hollister Brothers, 185 Exchange, lumber.
- Hooker H. E. Co., 100 Park, nurseries.
- Hotchkiss, Frank D., 16 State, insurance.
- Hough & Ford, mnfrs. shoes, 111 Mill.
- Hove & Rogers, 80 State, carpets, oil cloths.
- Hove & Bassett, 336 E. Main, plumbers.
- Hughes Francis L., 67 Exchange, toys, etc.
- International Seed Co. (W. P. Andrews, prest.) 51 Park av.
- Hale George D., private school.
- Hayward E. S., 201 N. Goodman, farmer.
- Heine Wm. & Co., 196 Caledonia av., bakers.
- Ives John M., 70 N. St. Paul.
- Jackson & Burleigh, 4 Arcade, booksellers.
- Johnson A. J. & Co., 42 Center, mnfrs. shoes.
- Judson Junius & Son, 206 Mill, mnfrs. governors.
- Jones Wm. H. & Sons, contractors.
- Jeffreys L. A., 155 State, undertaker.
- Johnston James, Powers Block, insurance.
- Kelly J. Miller, 8 E. Main, hats and caps.
- Kelly Lamp Co., 208 Mill, mnfrs. lamps and lanterns.
- Kenyon Hat & Fur Co., 140 E. Main.
- Kimball E. B. & Co., 198 Plymouth av., bakers and confectioners.
- Kimball Wm. S. & Co., 34 Court, mnfrs. cigarets.
- King Hiram T., 39 Ward, ice.
- Kirley A. J.
- Keeler & Jennings, 27 N. Washington, mnfrs. carriages.
- Kinchling Emil, civil engineer.
- Laney James & Co., 15 Elm, tinware and rags.
- Langslow, Fowler & Co., 69 S. St. Paul, mnfrs. leather chairs, etc.
- Lathrop George W., Elwood Block, tobacco.
- LeClare James F., 38 Vick Park, nurseryman.
- Leiser Fred. M., 70 Mill, clothing.
- Leist Lewis C., 90 E. Main, tobacco.
- Lentchford Arthur, cashier Mechanics' Savings Bank.
- Levet & Sweet, 8 State, insurance.
- Levi & Schwarz, 82 N. St. Paul, mnfrs. clothing.
- Likly Henry & Co., 96 State, mnfrs. trunks and bags.
- Lincoln S. E., 146 W. Main, agricultural machinery.
- Little W. S., 407 E. av., nursery and florist.
- Little & Griffith, Powers Block, stenographers.
- Lockhart & Powers, 40 Center, mnfrs. picture frames.
- Lovecraft Joseph & Son, mnfrs. barrel heads.
- Lowneth Max., 127 N. St. Paul, mnfrs. Knit goods.
- McAllaster & Humburch, 22 State, jewellers.
- McCarthy James A., 11 Momford, mnfrs. furniture.
- McFarlin F. M. & Son, 126 E. Main, clothing.
- McLean & Crooks, 346 E. Main, produce.
- McMaster & Brodie, 103 E. Main, paper hangings.
- McOmber S. A. & Co., 1 East Park, nurserymen.
- Mack & Co., 18 Browns Race, mnfrs. edge tools.
- Mackie H. S. & Co., 100 State, pianos, organs, music.
- McPherson Gilbert G., 63 N. St. Paul.
- Mandeville & King, 160 E. Main, seedsmen.
- Manning Wm. & Son, Powers Block, insurance.
- Mann A. S. & Co., 21 State, dry goods.

- Maurer George C., grocer.
 May Brothers, Osburn House Block, nurserymen.
 Merz George F., Browns Race, miller.
 Meyer C. C. & Son, Monroe near Culver, boat builders.
 Michaels, Stern & Co., 86 N. St. Paul, mnfrs. clothing.
 Miller G. B., 63 State, pianos.
 Miller Brewing Co., 190 Lake ave.
 Minges & Shale, 185 E. Main, furniture.
 Morey J. E., Jr., manager and treasurer Morning Herald.
 Mogridge John, Plymouth and Spring, grocers.
 Moore & Beir, 77 N. St. Paul, clothing.
 Morris C. E., Powers Block, books and stationery.
 Morse W. B. & Co., 82 West, lumber.
 Moseley & Motley, Browns Race, millers.
 Mudge A. W., 31 N. Fitzhugh, undertaker.
 Munn & Anstice, 220 N. Water, mnfrs. hardware castings.
 Mutschler M. & Son, 142 E. Main, crockery.
 Myers R. M., Exchange, paper.
 Moore John C. 112 N. St. Paul, bookbinder.
 Mumford George E., president Merchants Bank.
 Noyes Milton, 50 W. Main.
 Ocumpaugh Edmund, 72 E. Main, gents' furnishings.
 Otis & Gorsline, 248 Powers Block, sewer pipes.
 Ocorr H. A. & Co., 85 Central av., mnfrs. doors and blinds.
 Page George B. & Co., 191 E. Main, mnfrs. harness.
 Page W. A. & Co., 242 Powers Block, glass and iron contractors.
 Palmer's James Sons, E. Main, mnfrs. fire works.
 Parsons C. R., (mayor of the city).
 Parsons E. B., Matting Co., warehouse.
 Pitkin P. & Son, 179 W. Main, building stone.
 Post Express Printing Co.
 Powers D. W., banker.
 Prentiss Jno. B., 107 State.
 Puffer C. C., 145 Powers Block.
 Radenhurst, Wm. N., civil engineer.
 Raymond & Ashley, Powers Block, insurance.
 Reed E. P. & Co., 39 S. St. Paul, mnfrs. shoes.
 Reed Eugene P. & Co., 380 Plymouth av., mnfrs. glass.
 Reynolds M. F.
 Reynolds & Eddy, 315 State, mnfrs. shoes.
 Reynolds T. J., 46 Arcade, railroad timber and ties.
 Rice Brothers, 31 Mill, plumbers.
 Roberts John T., 50 E. Main, confectionery.
 Robinson Arthur, 6 Elwood Block, broker.
 Roby Sidney B., 98 State, iron and carriage hardware.
 Rochester Savings Bank.
 Rochester Axe Co., N. Goodman.
 Rochester Hosiery Co., 2-2 State.
 Rochester Brewing Co., 38 Cliff.
 Rochester Bridge & Iron Works, East Rochester.
 Rochester Car Wheel Works, Leighton av.
 Rochester Distilling Co., 67 Lake av.
 Rochester Gas Light Co.
 Rochester German Insurance Co.
 Rochester Lime Co.
 Rochester Lithographing & Printing Co., 31 Aqueduct.
 Rochester Machine Screw Co., 5 Browns Race.
 Rochester Paper Co.
 Rochester Pine and Hard Wood Lumber Co., 133 West av.
 Rochester Printing Co., pub. Democrat and Chronicle.
 Rodell Brothers, 8 State.
 Rome, Watertown & Ogdensburg R. R. Co.
 Rosenberg & Blum, 121 N. St. Paul, mnfrs. clothing.
 Ross Lewis P., 50 N. St. Paul, mnfr. boots & shoes.
 Ross Lewin George W., 40 State, paper hangings.
 Rothschild, Hays & Co., 84 N. St. Paul, mnfrs. clothing.
 Roth Geo. F., (Hilbert Truck Co.).
 Rural Home Co. (limited).
 Schwarz Henry & Co., 62 Mill, mnfrs. clothing.
- Schlicht & Field Co., 114 N. St. Paul, office devices.
 Schmidt & Kalbfleisch, 51 E. Main, electric supplies.
 Scranton, Wetmore & Co., 12 State, books and stationery.
 Selye D. W., real estate.
 Shantz M. B. & Co., 111 N. Water, mnfrs. buttons.
 Shaw J. Austin, 1 East Park.
 Sheffer Allen R., 107 State, lawyer.
 Sibley, Hiram & Co., 322 E. Main, seedsmen.
 Sibley, Lindsey & Curr, 134 E. Main, whol. and ret. dry goods.
 Siddons John, 157 E. Main, galvanized iron work.
 Sill Stove Works, Aqueduct, mnfrs. stoves.
 Sloan Samuel, 24 Exchange, plumber.
 Smith Howard A., Pres. Humane Society.
 Smith A. V. Co. (limited), 57 State, mnfrs. harness.
 Smith J. Moreau.
 Smith John P., Basin, printer.
 Smith W. J., 125 State, mnfrs. awnings.
 Smith W. H., 160 E. Main, nurseryman.
 Smith & Herrick, 278 State, mnfrs. shoes.
 Smith Milton H., 75 S. St. Paul, publisher of cards.
 Smith, Perkins & Co., 15 Exchange, whol. grocers.
 Smith & Sherman, Browns Race, millers.
 Spiebler Adolph, 89 E. Main, perfumer.
 Steam Gauge & Lantern Co., 2 Center.
 Stecher Lithographic Co., 336 N. St. Paul.
 Steele & Avery, 46 State, booksellers, stationers.
 Stein, Block & Co., 57 N. St. Paul, mnfrs. clothing.
 Stein Manufacturing Co., 124 Exchange, mnfrs. caskets.
 Stern I. & Co., 125 N. St. Paul, gents' furnishing.
 Stewart & Baker, mnfrs. sash balance, etc.
 Stone & Campbell, Browns Race, millers.
 Strong, Woodbury & Co., 111 Allen, mnfrs. whips.
 Stuart S. B. & Co., Rochester Savings Bank, coal.
 Taylor Brothers, 14 Hill, mnfrs. thermometers.
 Trotter C. W. & Son, 215 E. Main, furnaces.
 Thompson Alex., 87 Troup.
 Tower L. C., 72 Exchange, mnfr. razor straps.
 Tubbs J. Nelson, chief engineer, water works.
 Union & Advertiser Co.
 Upton Eli M., Charlotte, grain dealer.
 United Gas Improvement Co., 29 State.
 Van De Carr Spice Co., 17 S. Water.
 Van Doorn Frank, 24 Exchange, sign painter.
 Van Zandt M. N., 85 E. Main, teas and coffees.
 Vick James, 343 E. av., seedsmen.
 Vogt Manufacturing Co., 332 N. St. Paul, upholstery trimmings.
 Walker Wm. C., 107 State, architect.
 Warner H. H., safe remedies.
 Warren E. K. & Son, 115 Central av., brewers.
 Warren Scharf Asphalt Paving Co., 439 Powers Block.
 Weaver & Goss Hardware Co., 53 N. St. Paul, wholesale hardware.
 Weaver Thomas & Kirk, 79 S. St. Paul, mnfrs. shoes.
 Weaver, Palmer & Richmond, 33 E. Main, wholesale hardware.
 Weber, Shiel, Rosenbaum & Co., mnfrs. clothing.
 Welcher H. E. & Co., 17 Mumford, ladies under-wear.
 Weldon George & Co., 119 E. Main, paper hangings.
 Whalen R. & Co., 194 Mill, mnfrs. tobacco.
 Whitney Warham, 22 S. Goodman.
 Whitney James W., 126 Brown, grain elevator.
 Whitney & Wilson, Browns Race, millers.
 Whitcomb & Downs, Whitcomb House.
 Whitmore, Rauber & Vicinus, 279 S. St. Paul, contractors.
 Wichman & Kallusch, 142 S. St. Paul, merchant tailors.
 Wilder Samuel.
 Wile, Brickner & Wile, 106 Mill, mnfrs. clothing.
 Wile, Stern & Co., 116 Mill, mnfrs. clothing.
 Williams & Hoyt, Center, mnfrs. shoes.
 Williams & Rogers, 76 State, business college.
 Williamson & Higbie, 11 Exchange, stationers and law publishers.

Wisner Henry C., 77 State, crockery.
 Woodbury W. E., 44 E. Main, grocer.
 Woodbury Engine Co., 254 Mill, engines and
 boilers.
 Woodworth C. B. & Sons, 65 W. Main, perfumery
 and paper boxes.

Wright Alfred, 333 W. av., perfumery.
 Yates A. G., Elwood Block Coal.
 Yawman & Erbe, 344 N. St. Paul, optical instru-
 ments.
 Yerkes & Burgess, 134 Powers Block, brokers.
 Zimmerman M. A., 86 E. Main, confectionery.

CONSTITUTION AND BY-LAWS.

CONSTITUTION.

ARTICLE I.

Title.

SECTION 1. This Association shall be known as the "Rochester Chamber of Commerce."

ARTICLE II.

Objects.

SEC. 2. The objects of this Association shall be to promote, increase and foster the commercial and industrial interests of the City of Rochester, to protect her merchants and manufacturers from unjust discrimination, to further all matters which shall tend to the advancement of their business interests, and, in general, to augment and preserve the common prosperity and welfare of her citizens.

ARTICLE III.

Membership.

SEC. 3. Any person, firm or corporation, whose vocation is directly connected with the commerce, trade or manufactures of the country, transacting business in the city of Rochester, may become a member of the Association as provided in the By-Laws thereof.

ARTICLE IV.

Government.

SEC. 4. The government of the Association shall be vested in a President, three Vice-Presidents, Treasurer and thirty Managers, who shall, collectively, constitute and be known as the Board of Managers.

BY-LAWS.

NO. 1—OFFICERS.

SECTION 1. The officers of the Association shall consist of a President, three Vice-Presidents, a Secretary, a Treasurer and thirty Managers, all of whom shall be members of the Association, residents of the city of Rochester, and over the age of twenty-one years.

SEC. 2. The President and Vice-Presidents shall be elected by ballot at the annual meeting of the Association, and shall hold their offices for the term of one year, or until their successors are elected and qualified.

SEC. 3. The Treasurer shall be elected by the Board of Managers at their first regular meeting each year, and shall hold his office for one year, or until his successor is elected and qualified.

SEC. 4. The Secretary shall be appointed by the Executive Committee, and receive such compensation as they shall agree upon, and shall serve during the pleasure of that Committee.

SEC. 5. The Managers shall be elected by ballot at the annual meeting, and shall serve for one year, or until their successors shall be elected and qualified.

SEC. 6. The official terms of all officers shall begin on the first day of February. In case of the death, resignation or disability of any officer of the Association, it shall be in the power of the Board of Managers to fill such vacancies for the remainder of the official term.

NO. 2—DUTIES OF OFFICERS.

President.

SECTION 1. The President shall preside at the meetings of the Association and of the Board of Managers. He shall, at the annual meeting of the members of the Association, and at such other times as he shall deem proper, communicate to the Association or to the Board of Managers such matters and make such suggestions as may in his opinion tend to promote the prosperity and welfare, and increase the usefulness of the Association. He shall receive all bonds given to the Association, and shall deposit the same with the Rochester Trust and Safe Deposit Company, and shall also perform such other duties as are necessarily incident to the office of President of the Association.

Vice-Presidents.

SEC. 2. In the absence of the President the Vice-Presidents, in the order of their seniority, shall perform the duties of the President; and in case of the absence of President and Vice-Presidents, the Board of Managers shall designate one of its members President *pro tem.*

Secretary.

SEC. 3. The Secretary, under direction and control of the Board of Managers, shall keep, regularly entered in proper books of record, true and accurate minutes of all votes, acts and proceedings of the Association, Board of Managers, and Executive Committee; issue all notices that may be required by the By-Laws, President or other proper authority, and at the annual meeting report the transactions of the Association for the previous year. The accounts of the Association shall be kept by the Secretary in proper books belonging to the Association, which books shall be at all times open for examination by the Board of Managers or any Committee of said Board. He shall take charge of the seal, books, papers and property of the Association, attend the rooms of the Association during business hours, and shall devote his entire time and attention to the interests of the Association. He shall collect all moneys due to the Association, giving proper receipt therefor and pay the same over to the Treasurer without delay. He shall keep a complete list of the names and addresses of all the members of the Association. He shall conduct and keep proper records of all the correspondence of the Association; furnish the Chairman of each Committee a copy of the resolutions whereby the Committee was appointed, and of any matter or matters, together with all papers relating thereto, that may have been referred to such Committee.

Treasurer.

SEC. 4. The Treasurer shall receive all moneys from the Secretary, giving his receipt therefor, and shall disburse the same only upon the written order of the Executive Committee, countersigned by the Secretary. He shall carefully preserve all vouchers for the payment of money, and securities of every kind belonging to the Association. He shall render a report at the annual meeting of the Association, which report shall be audited and approved by the Executive Committee before presentation, and shall report at such other times as the Board of Managers may direct. He shall give a bond in a penal sum, to be fixed by the Board of Managers, for the faithful performance of his duties, such bond to be procured from a duly organized Fidelity or Guaranty Company, and paid for by the Association.

Powers and Duties of the Board of Managers.

SEC. 5. The Board of Managers shall be vested with the care and management of the affairs of the Association, with full power and authority to promote the objects for which it is organized. They shall enact such rules as may be deemed expedient for the government of the Association, not inconsistent with the terms of the Constitution and existing By-Laws. They shall hold regular meetings on the first Monday of each month, at eight o'clock p.m., for the discussion and action upon any subjects members may desire to present for the consideration of the Association, and also for the transaction of regular business.

They shall, at their first regular meeting, appoint the Standing Committees for the ensuing year. In case any member shall absent himself from three consecutive meetings of the Board, without proper cause, his place may be considered vacant, and the Board shall be at liberty to fill such vacancy in the manner provided.

No. 3—COMMITTEES.

SECTION 1. The Board of Managers shall each year appoint the following Standing Committees from the members of the Association; each Committee to consist of thirteen members, including a Chairman, who shall be chosen from the Board of Managers, viz.:

- No. 1. On Manufacture and Promotion of Trade.
- No. 2. On Railroads and Transportation.
- No. 3. On Public Improvements.
- No. 4. On Statistics and Publications.
- No. 5. On Legislation.
- No. 6. On Postal Facilities and Insurance.

SEC. 2. There shall be an Executive Committee, consisting of the President, the three Vice-Presidents, the Treasurer of the Association and the Chairmen of the Standing Committees.

No. 4—GENERAL POWERS AND DUTIES OF COMMITTEES.

SECTION 1. The Executive Committee shall, subject to the control of the Board of Managers, have general control of the rooms, property and finances of the Association. It shall act as the Advisory Committee to the Secretary and direct the preparation of the annual report of the Board. It shall make all purchases, audit all bills and claims against the Association, and direct their payment if approved. It shall report at each regular meeting of the Board of Managers, the state of its finances. It shall appoint the Secretary of the Association, and fix the amount of all salaries and compensation for services. It shall consider all nominations for membership, and report the same regularly to the Board of Managers, and, in general, be charged with the advancement of all the general objects of the Association.

SEC. 2. Excepting as otherwise expressly provided by the Constitution and By-Laws, each Standing Committee will have power to adopt regulations for their own government and procedure; to declare a vacancy after three successive absences of a member thereof, and to order and arrange for the convenient discharge of their duties, by correspondence, or through Sub-Committees, or otherwise. It shall be the duty of every Standing Committee to examine into and make report upon all matters referred to them by the Board of Managers; and any Standing Committee may also consider any questions relating to the special work of such Committee and report their views upon the same to the Board for its consideration. All Committees shall report all propositions or actions to the Board of Managers, for its concurrence or dissent, and no Committee shall have power to bind the Association to incur in the action of any such Committee, unless specifically directed so to do.

No. 5—MEMBERSHIP AND DUES.

SECTION 1. All applications for membership of the Association must be made in writing, contain a statement of the occupation and qualifications of the applicant, and be addressed to the Executive Committee for consideration. If the Executive Committee approve the application they shall report the same to the Board of Managers for election at any regular meeting. If the applicant shall be declared elected, and within thirty days after being informed of such election shall pay to the Secretary of the Association the regular dues and sign the Constitution and By-Laws, such applicant shall thereupon become a member of this Association, and receive a certificate of membership.

SEC. 2. Any member of this Association may be expelled by a majority vote of all the members of the Board of Managers, provided that the Executive Committee shall recommend such expulsion.

SEC. 3. Any member in good standing, and not being in arrears to the Association, may withdraw upon filing with the Secretary a written notice of his intention.

SEC. 4. Each membership shall be entitled to but one vote, but no member in arrears for dues shall be entitled to vote.

SEC. 5. The annual dues of the Association shall be twenty dollars, payable to the Secretary on the first day of January in each year, and all members failing to pay the same within three months from the date on which they are due shall be deemed to have relinquished their membership, and the same shall be forfeited, and such parties shall thereafter be admitted only as new applicants.

No. 6—MEETINGS AND QUORUM.

SECTION 1. The annual meeting and election of the Association shall be held on the first Monday in December in each year, at 8 o'clock in the evening, at such place as the Board of Managers may designate. Notice of the time and place of such meeting and election shall be given by publication of the same in one or more of the daily newspapers of the city of Rochester, and posted on the bulletin in the rooms of the Association for at least ten days previous to said meeting and election!

SEC. 2. The Association shall hold regular meetings on the second Monday of each month, excepting January, July, August and September, at eight o'clock p. m., for the consideration of such subject matter as may be directed by the Board of Managers, and no business other than that named for said meeting shall be entertained, even though unanimous consent be had.

SEC. 3. Special meetings of the Association may be called at any time upon the request in writing of the President, Executive Committee, or twenty-five members of the Association, addressed to the Board of Managers and specifying the purpose thereof, provided said Board in session shall approve of such call by a majority present and voting. Notice of such special meeting shall be given by mailing a copy of the same to each member of the Association at least two days previous to said meeting, which notice shall state the specific object for which the meeting is called; and no business shall be considered or transacted at any such special meeting other than that named in the call therefor.

SEC. 4. The Board of Managers shall hold regular meetings on the first Monday of each month, at eight o'clock p. m., for the transaction of regular business.

SEC. 5. Special meetings of the Board of Managers may be convened at any time by order of the President or Executive Committee, or upon the written request of ten members of the Board addressed to the Secretary, and upon such order being issued, or written request made, it shall be the duty of the Secretary to call such meeting, provided that one day's notice by mail of the time and object of the meeting shall have been given to each member of said Board, and also provided that no other business except that designated in such call and notice shall be acted upon.

SEC. 6. Whenever the day fixed for holding any stated meeting of the Association or Board of Managers shall fall upon a legal holiday, the meeting shall be held on the day following.

SEC. 7. Thirty members of the Association shall constitute a quorum at any regular or special meeting thereof. Twelve members of the Board of Managers, five members of the Executive Committee, and five members of each Standing Committee shall constitute a quorum of each respectively.

No. 7—ORDER OF BUSINESS.

SECTION 1. At all regular meetings of the Association or Board of Managers the order of business shall be as follows:

1. Roll Call.
2. Reading of Minutes.
3. (At Annual Meeting Only) Reading of Constitution and By-Laws.
4. Reading of Communications.
5. Report of Standing Committees.
6. Report of Special Committees.
7. Official Reports.
8. Unfinished Business.
9. Election of Members.
10. Election of Officers.
11. Miscellaneous Business.

This regular order of business may at any meeting be temporarily suspended by a vote of two-thirds of the members present.

SEC. 2. In all cases involving points of Parliamentary Law not provided for by the Constitution and By-Laws, Roberts' Rules of Order shall be accepted as authority.

No. 8—SEAL.

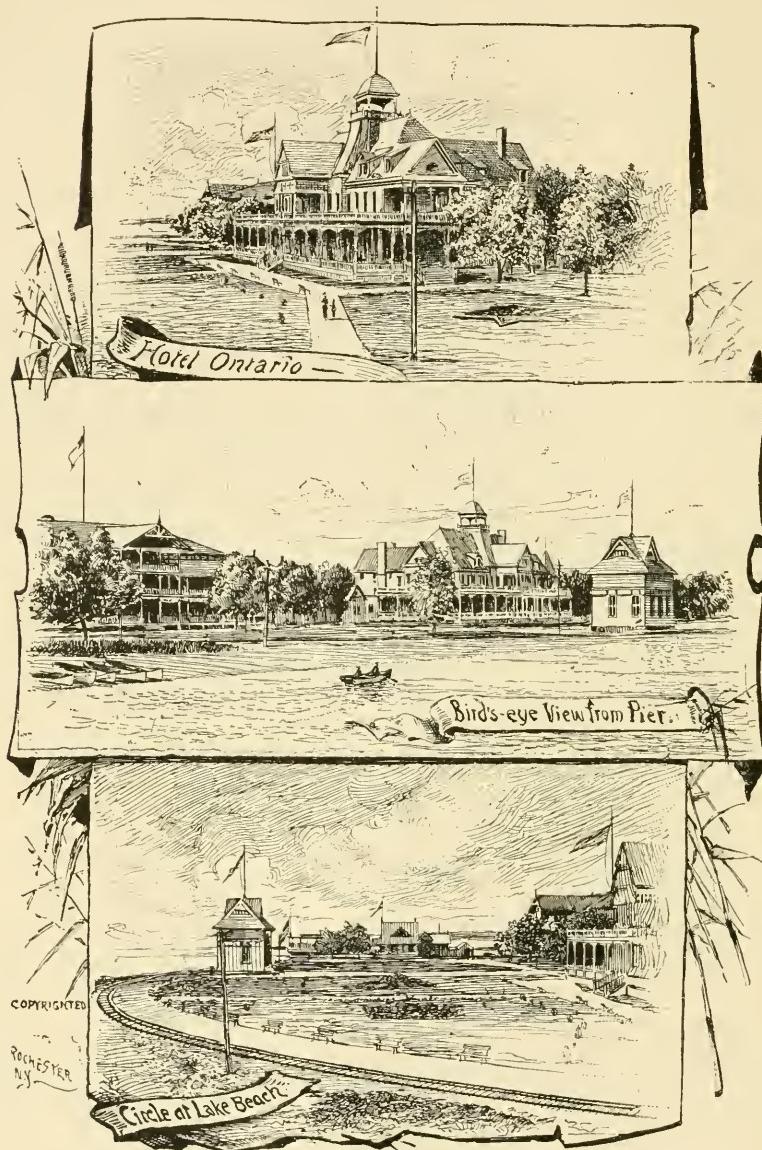
SECTION 1. This Association shall have a Seal with suitable device, containing thereon the name and date of the formation of the Association, which shall be in charge of the Secretary, and shall be affixed by him only to certificates of membership, unless otherwise instructed to affix the same by order of the Board of Managers.

No. 9—LIABILITY.

SECTION 1. No officer, committee or member of this Association or other person shall contract or incur any debt on behalf of the Association, or in any way render it liable, unless authorized by the Board of Managers or Executive Committee.

No. 10—AMENDMENTS.

SECTION 1. These By-Laws may be altered, amended or added to by the affirmative vote of at least a majority of the members voting at any meeting of the Association, in the call for which notice of the proposed change shall be given; provided that any such alteration, amendment or addition in specific form shall have been first approved by a majority of the Board of Managers at a meeting of said Board.



VIEWS AT CHARLOTTE BEACH.

(By permission of the Editor of the Municipal Manual).

ROCHESTER'S WATER SUPPLY.

HEMLOCK LAKE—HOLLY WATER WORKS—TWO SYSTEMS IN ONE—AN ABUNDANCE OF PURE WATER UNDER POWERFUL PRESSURE FOR MANUFACTURING, FIRE EXTINGUISHMENT AND DOMESTIC PURPOSES.

PREVIOUS to 1872 the citizens of Rochester were entirely dependent upon wells, cisterns and private pumping from the river for their supplies of water, notwithstanding several previous suggestions of water-works—one as early as 1838, when Elisha Johnson, then Mayor, published a pamphlet setting forth the practicability of constructing a reservoir on elevated ground, to be filled by pumping from the Genesee. No action was taken, however, and the subject remained in abeyance until 1860, when at the instance of the Council the City Engineer investigated, mapped, planned and made a comprehensive report to the municipal legislature in which he compared the advantages, accessibility and cost of several sources of supply, among them Lake Ontario, Hemlock lake, Conesus lake, Honeoye outlet, the river, and certain of its tributaries. The report expressed a decidedly favorable opinion of the waters, surroundings, lofty situation and auxiliary attractions of Hemlock lake, thirty miles southward, but it was not until 1872 that any decided action was taken looking to a solution of Rochester's water problem. In the year last named a commission of five was appointed under a special act of the Legislature with authority to provide the city with an adequate water system, the population having by that time increased to some 70,000 souls. Referring to this subject, Mr. Thomas J. Neville writes in the *Union and Advertiser*:

"As the first step in this most important enterprise the source of supply was to be selected, and to this end a careful examination of all former projects in this direction was made, the choice narrowing down to the two great natural reservoirs, Lake Ontario and Hemlock lake. Seven miles north of the city, or from Lake Ontario, the water would have to be pumped or forced by artificial means to a height of 444 feet to supply the city, while from Hemlock, thirty miles to the south, the water would flow by the law of gravitation from its great basin, cradled in the hills 388 feet above the city's level, into the home of every inhabitant. The relative purity of the respective waters, considerations of first cost and future expenditures, engineering obstacles and general feasibility of plan, deter-

mined the selection in favor of Hemlock lake. This beautiful sheet of water has a length of six and one-half miles, a width of nearly three-quarters of a mile, and an average depth of sixty-five feet. Its surface covers 2,000 acres and is 900 feet above tide-water, and a precipitous range of hills which border its shores affords a drainage area of 27,554 acres. The lake rests above the limestone formation in a basin of marcellus shale, from the springs of which the supply of water is in great part obtained. The shaly shores are narrow and fall away rapidly to great depths, while on either side rise the steep hills covered with primitive forests, which must remain for all time undisturbed because of the impossibility of their cultivation. The surface and borders of the lake are protected from pollution, and aquatic vegetation or other natural impurities are almost unknown. From this great reservoir is conveyed the water through a conduit sunk thirty feet below its surface to an artificial storage basin covering an area of twenty-seven acres, situated eight miles from the city and 245 feet above its level, and holding within its boundaries 18,000,000 gallons of water. The reservoir from which the water is distributed to the city is located within the southern boundary of the corporation, about one and a-half miles from its center, having an area of sixteen and a-half acres of land, on the summit of a hill 127 feet above the level of the city, with a capacity of 35,000,000 gallons of water. In the center of this artificial lake is placed a fountain, constructed of masonry, at the top of which are twenty-one two-inch and one six-inch adjustable orifices, from which the water is forced to a height of sixty feet, falling in mist-like form, aerated and purified, into the reservoir basin, from which it flows into the city. Two iron conduits leave this reservoir and enter the city, one on each side of the Genesee river, and through 176 miles of pipe about 120,000 of people in this prosperous community of about 130,000 souls are supplied with pure and wholesome water. The total capacity of the water-works is estimated at nine million gallons per day. The average daily consumption at present is four and a-half million gallons.

"In conjunction with the gravity system of water supply there is also what is known as the Holly system, so designated after the inventor of the pumping machinery by which it is operated. This system is designed chiefly for the suppression of fires in the center or business portion of the city, and its source of supply is the Genesee river. It is utilized also for power in the running of elevators, and from such uses a liberal revenue is derived. About thirteen miles of Holly water mains are now laid, and, with the gravity pressure of the auxiliary lake system, the impetus developed is sufficient to force streams direct from the nozzles of the hydrants in such volume and force as to effectually aid in the extinguishment of large fires. Since the existence of our water-works system the fire department has successfully controlled and suppressed every fire without the aid of fire engines, and yet maintain the loss of property at a minimum ; the consequence has been the reduction of insurance rates to an amount aggregating many thousands of dollars every year."

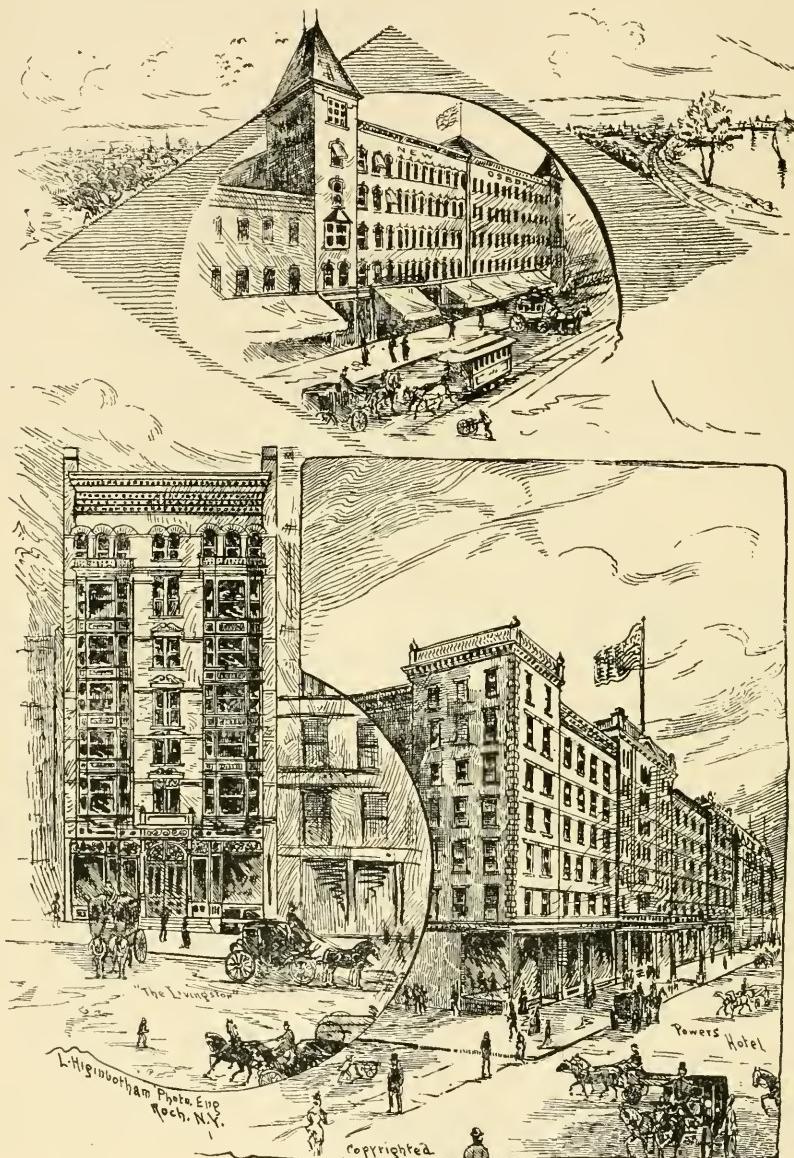
Connected with the water-works, and in use now, are 1,700 fire hydrants, 1,538 water meters, and 19,347 services, supplying from the mains the business houses and homes of our citizens with a water whose purity is thus attested by Prof. A. R. Leeds, of Stevens' Institute of Technology, New Jersey, before the New England Water Association, in 1887 : "It

seems to me astonishing that at the present time, so far as I know, only two large cities in the country have water of unexceptionable quality. These I believe to be Brooklyn and Rochester." Neither Washington, Baltimore, Philadelphia, New York or Boston supply water of equal purity, and it may be said with just pride, and without fear of successful contradiction, that no European and few American cities equal, and none excel for general domestic uses the water that flows from Hemlock lake.

A party of engineers have been for some time engaged in locating a route for a new conduit for an additional supply of water for household purposes to the city from Hemlock lake. The general plan of the work is: First—The erection of a pumping engine on the shore of Hemlock lake, which may take its suction from the supply well which furnishes the present conduit. To pump the water about three and three quarter miles to a summit about 90 feet above the lake into a small reservoir, from which the water will flow into the present Rush reservoir by gravity with an average grade of eighteen feet per mile. Second—From Rush reservoir an additional conduit will be laid to the city and an additional reservoir constructed on the same level as the present Mt. Hope reservoir, but at a different location and at a considerable distance therefrom. Additional provisions will be made for connecting the systems of mains on each side of the river by several pipes crossing the river at convenient locations.

THE GENESEE AND ITS BRIDGES.

At no other spot in America can so peculiar a scene be found as is presented by the Genesee river at Rochester. Numerous bridges span the stream, connecting the eastern and western sections of the city, and the most remarkable of these is that which carries Main street on solid masonry across the foaming torrent, the bridge itself forming a solid and enduring roadway, broad, smooth, provided with ample sidewalks, and built up on both sides for its entire length with tall and spacious factories and mercantile structures, the arches that form their foundations finding a support in the living rock that forms the river bed. A short distance above is the aqueduct of the Erie canal, and still further south the court-street bridge, from the center of which, looking north, says a local annalist, "the scene is not only picturesque, but pregnant with a quaintness more suggestive of some old world city than an almost brand new American municipality. The ponderous aqueduct that crosses the stream before you, a few hundred feet down the river, which here makes a rapid descent along shelving rocks, revives, by its solid stone masonry and graceful arches, recollections of old-time bridges over more classic rivers than the Genesee; and, when still a little further down, the water disappears altogether under the Main street bridge, the vision is suddenly arrested, a sense of surprise such as a man might feel who walks in darkness against a blank wall affects one, while the general appearance of the structures that skirt or cross the river is such as to produce an impression of foreignness, enhanced by the towers and temples that rise yet further down."



THREE LEADING HOSTELRIES.

(By permission of the Editor of the Municipal Manual.)

FINE BUILDINGS.

A FEW OF THE ARCHITECTURAL BEAUTIES OF ROCHESTER —BUILDING PROGRESS IN RECENT YEARS.

In a previous chapter we have referred to the church societies, of which there are nearly eighty. A number of these own magnificent houses of worship, and several more are in course of construction or in contemplation. Buildings of a public and semi-public character and of superb design and proportions, meet the eye at every turn, while in the matter of elegant residences probably no inland city makes a better showing. Nor is this all, for the homes of the working classes are invariably neat, comfortable and roomy, comprising for the most part attractive cottages, each with its grass plot, flower beds, and, quite frequently, a fine kitchen garden at the rear. It is evident that the bread-winners and wealth-producers of the Flower City are more than ordinarily well situated and have no wish to exchange their surroundings for the tenement-houses of Eastern manufacturing centers.

Business in the building trades has been remarkably active for several years past—as, in fact, it has in all legitimate industries. As a result, splendid new structures have arisen as by magic in all parts of the city, while the boom continues and the outlook is for still greater expansion outward in the corporate limits and upward in the altitude of the edifices under way or designed. A reliable authority states that one thousand residences of all classes and about seventy-five business blocks of varying pretensions were erected during 1885, among them the Woodbury block, Mortimer and St. Paul streets, of brick, 66 feet front, 152 feet deep, five stories; Nathan Levi's two fine five-story brick blocks at St. Paul and Pleasant streets, one 56 feet front, 110 feet deep, the other 75 feet front, 90 feet deep; six-story brick block, 75x90 feet, for J. Tichnor, St. Paul and Andrews streets; five-story brick, 75x90, adjoining, for Rev. Dr. Sproul; five costly business structures on Main street, among them the handsome Glenny building, Nos. 190 to 194 East Main, six stories, Romanesque style, Carlyle stone front, 33 by 160 feet; the East Side Savings Bank, East Main and Clinton streets, brick, cut stone trimmings, three stories and basement, 40 by 90 feet; the Kirley building, Main near St. Paul, 36 by 160 feet; the Weis building, six stories, 18 by 60 feet, and the Hill building, five stories, 20 by 90 feet, with 19 by 40 foot L in rear—both on Main, near the famous “Four Corners;” the American Express Company's office building, five

stories, 33 by 107 feet, State street; the Bishop building, Fitzhugh and Allen streets, brick, stone trimmings, 66 by 160 feet; E. K. Warren's and T. J. Enright's ale breweries on Mill street, the former of brick, five stories, 32 by 90 feet, the latter of stone, 50 by 90 feet; extension of new Osburn House, five stories, 50 by 90 feet, and many of less note. The East Side Savings Bank directors followed up their first improvement in 1886 with the fine five-story and basement business block adjoining, 24 by 90 feet. Reynolds and Eddy's beautiful five-story brick, 60 by 130 feet, at Main and Platt streets, was also erected in 1886, as were Adler's and Nathan Levi's six-story blocks, and O'Connor's four-story hotel, all on North St. Paul street; Gutman's four-story block; the Genesee Brewing Company's seven-story malt-house, 66 by 166 feet; the great works of the Rochester Car-Wheel Company; the Reynolds laboratory on the University grounds (illustrated on page 12); and other fine buildings in all quarters of the city.

Rochester's red-letter year for great mercantile, manufacturing and public buildings, however, so far, was 1887, during which, it is stated, no less than seventy of these, on a scale of grandeur hitherto unattempted save in the leading commercial centers, were erected, finished and immediately occupied by eager tenants, while no less than 2,000 private dwellings of all classes were added to the city's general growth, providing homes for many thousands of new residents. The tallest and one of the most valuable of 1887's buildings was that erected by Samuel Wilder, at Main and Exchange streets, 62 by 106 feet, eleven stories, basement and cellar. The material employed is brick, trimmed in red Albion stone, both fronts, and particularly the principal entrance on Main street, highly ornate, the entire structure fire-proof, fitted with both gas and electric light, water, hydraulic elevators and the latest improvements in sanitary plumbing, and heated by steam. The ground floor is occupied as stores, while the nine floors above are divided into offices, of which there are 176 in all. Of the other improvements of last year the second in point of height is the German Insurance building, corner of Main street and Irving place, 31 feet on the former, 86 feet on the latter, ten stories and basement, the two lower stories of cut stone elaborately wrought. The interior arrangement and finish is of an order commensurate with the outward appearance. The Ellwanger & Barry business block, State street, is of eight stories, 75 feet front, 150 feet deep, of brick and iron with Scotch redstone front, and fire-proof throughout, heated with steam, provided with elevators, halls wainscoted in marble, the ground floor divided into stores and the remainder of the structure into offices of various sizes, some of them *en suite*. The Trust building of the Rochester Trust and Safe Deposit Company, six stories; the seven-story business house of R. M. Myers, and the Hotel Macomber, also of seven stories, occupy the former site of the Clinton Hotel, on Exchange street. The first named is 32 feet front, the second 25 feet, the last $44\frac{1}{2}$ feet on Exchange and 165 feet on Irving place, which is the depth of the adjoining buildings. All of these are handsome outwardly and commodious and perfectly arranged within. Nor were the manufacturers idle in any sense during the year, as is shown by the subjoined list, which takes no account of hundreds of small shops and improvements of minor importance: Co-operative Foundry Company's new shops at Lincoln park, brick, four stories, 300 by 80 feet, and two ells, one 80 by 110 feet and the other 80 by 70 feet; Bausch & Lomb's new factory on North St. Paul

street, brick, five stories, main building 32 by 100 feet, wing 34 by 40 feet, one story engine house 30 by 65 feet, additional story put on the old factory; S. F. Hess, five-story brick addition to factory on Exchange street, 70 by 45 feet; Stein Manufacturing Company, six-story brick building on Exchange street, 57 by 122 feet; Bartholomay Brewing Company, handsome new office and refrigerator house; Rochester Brewing Company, three-story brick addition, 48 by 90 feet and machinery room 40 by 100 feet.

Of the sacred edifices erected during 1887 one of the most conspicuous is the German Roman Catholic Church of St. Boniface, on Grand street, in the early Gothic style; seating capacity, 1,000; spire 195 feet in height. A handsome church addition in the same year was the Calvary Presbyterian Church on South avenue, a brick structure 65 by 50 feet. One commodious and well arranged two-story brick school building, 160 by 160 feet, No. 14, was erected on Scio street during the year. Extensive additions were made to two other schools, No. 22 on St. Joseph street and No. 20 on Oakman street. A four-story brick addition, 60 by 100 feet, was made to St. Patrick's parochial school, the new building containing a parish hall and music, reading and billiard rooms, with a bowling alley and gymnasium for the young people. Work was started on the new Home of Industry building on East Main street, a four-story brick structure, 45 by 85 feet. This year's buildings also include a four-story brick addition to the State Industrial school. Before leaving the building boom of '87 it may be mentioned that the records of the City Executive Board indicate that 1,316 buildings were put up during the year, while 850 were put up in the preceding year. As these figures are based on applications for water, they are necessarily lower than complete returns would make them.

Of the outlook for 1888 the *Union and Advertiser* says: At least five churches will be built. The congregation of the North Presbyterian Church will erect a magnificent new structure on the site of the present church, corner of Fulton avenue and Locust street. The new building will be of stone and will be 66 by 74 feet in dimensions. The architecture will be Romanesque with modern embellishments. The interior will be arranged in amphitheatrical form. Both inside and outside the church will be neat and tasteful. A new church will be built on the site of the Alexander street Methodist Episcopal church's old building. This structure will be of brick with sandstone trimmings, and will seat 1,400 persons. The Second Reformed church has let the contract for a new edifice at the corner of Central avenue and Scio streets. Two Catholic churches will be erected —St. Michael's new church on Clinton street, which will be a large structure 177 by 92 feet, and a church of the new parish of Corpus Christi, on East Main street.

Does anybody ask if the "boom" will continue or has it reached the zenith? The answer is found in the fact that Rochester's growth is not flickering and uncertain, but is steady and assured. Already plans have been drawn for many splendid buildings to go up during the season now opened. Stein, Block & Co. will add a substantial six-story building, 66 by 207 feet, to North St. Paul street. The first two stories will be of stone and the remainder of Philadelphia pressed brick with terra-cotta trimmings. Palmer brothers will build a four-story brick block, 60 by 85 feet in dimensions, at the corner of East Main and Gibbs streets. A new four-story brick block, trimmed with stone and terra-cotta, will be put up on State



THE NEW WILDER BUILDING.

street, near the Rome, Watertown & Ogdensburg depot, by Cornelius McDonald.

Work is progressing on the new Lyceum theater on South Clinton street, which will be a commodious, attractive and modern place of amusement, such as is rarely found outside of metropolitan cities.

The Young Men's Christian Association will put up a new building, over \$72,000 having already been raised for that purpose. The sum of \$18,107.60 has been subscribed for the new Catholic diocesan seminary, besides the donation of the site, and the seminary will doubtless be an accomplishment of the near future. The workingmen's organizations have also raised a considerable amount of cash which is to be used in the erection of a building containing halls, reading rooms, etc. Many other building projects now talked of may be expected to assume a tangible shape during the season.

A noticeable fact is, that although the amount of building going on has been unusually large for several years past, it has not been confined to a single section of the city. New tracts are constantly being opened up in every direction. As is proper, sewers and water mains are the pioneers, preceding the building of houses on new streets. As a rule the houses recently erected have been of a better class than formerly. Money has been easy to obtain and buildings can be put up very cheaply, as construction is now reduced to a science, and much of the preparatory work is done by machinery in shops.

The State Industrial School for Juvenile Delinquents comprises several of the finest buildings in Western New York. The farm, on a portion of which these buildings are located, contains forty-two acres, and the grounds around the institution are tastefully laid out into walks, play-grounds and lawns, furnished with seats and ornamented with trees, shrubbery and flowers. The center building of the male department is four stories high with a basement, and 86 feet wide by 60 feet deep. Four wings are three stories above the basement, with additional stories at the extremities, and are 148 by 32 feet in dimension. The whole front of the building measures 382 feet. The hospital, two-stories high with a basement, is 33 by 41 feet. There are two work-shops, each 45 by 100 and three stories high. There are also in separate buildings a dining-room for the superintendents and officers, a large kitchen, bakery, engine-house, etc. There is a foundry 30 by 50 feet, besides a blacksmith shop, bricklayers' and plasterers' shop, a carpenter and a joinery, and a wood turning and pattern-making shop. The boy's graduating department is a large and handsome four-story structure, containing a reception-room, parlor, lecture-room, school-rooms, sleeping-rooms, recitation-rooms, kitchen and dining-rooms. The female department, when the re-building necessitated by last year's fire is completed, will be one of the most substantial buildings of the institution. The building for small girls, which was not touched by the flames, is composed of a main portion four stories high, 42 by 54 feet, and two wings, each 40 by 80 feet and three stories high.

The City Hall, containing the city offices, is a building of which any city of the size of Rochester might be proud, cost \$337,000. The building is of stone and is four stories high, located on the bank of the Erie canal, with Fitzhugh street and Irving place bounding it on two sides. The old County Court house stands in front of it, the square between the two buildings showing a well-kept lawn, adorned with flower beds in summer.

The Monroe County Almshouse, on South avenue, is built of brick, with partitions of the same material and cornices of iron, making the structure nearly fire-proof. The main building is three stories high and has a frontage of 188 feet. There are two wings, each 48 by 188 feet and a third wing 68 by 30 feet. Two county buildings, both at the south end of the city, may be mentioned—the penitentiary, the main part of which is four stories high, and the Insane Asylum, the main portion of which, put up in 1872, cost \$18,000, and to which a commodious structure has since been added.

The University of Rochester includes several costly buildings (illustrated in this work), admirably suited to the purposes for which they were designed. Anderson Hall, named in honor of the revered head of the institution, Dr. Anderson, is a plain and substantial brown stone building, three stories high, with basement. The main portion of the building is 150 by 60 feet, and there are center projections fifteen feet square at both front and rear. To put up the structure to-day would cost about \$75,000. Sibley Hall, built by the generosity of a Rochesterian, Mr. Hiram Sibley, is 125 by 60 feet in dimensions with a projection extending twenty feet in front. The building was erected with two floors, but high enough for four stories. A free reading library is in this hall. The building cost over \$100,000. The President's mansion is in harmony with the other buildings, and the new Reynolds laboratory is described elsewhere.

The buildings of the Rochester Theological Seminary include Trevor hall, containing the dormitories, which cost \$42,000; a gymnasium building, which cost \$12,000; Rockefeller hall, containing a fire-proof library room, lecture rooms, museum and chapel, and which cost \$38,000; and the home for German students, which was bought for \$20,000.

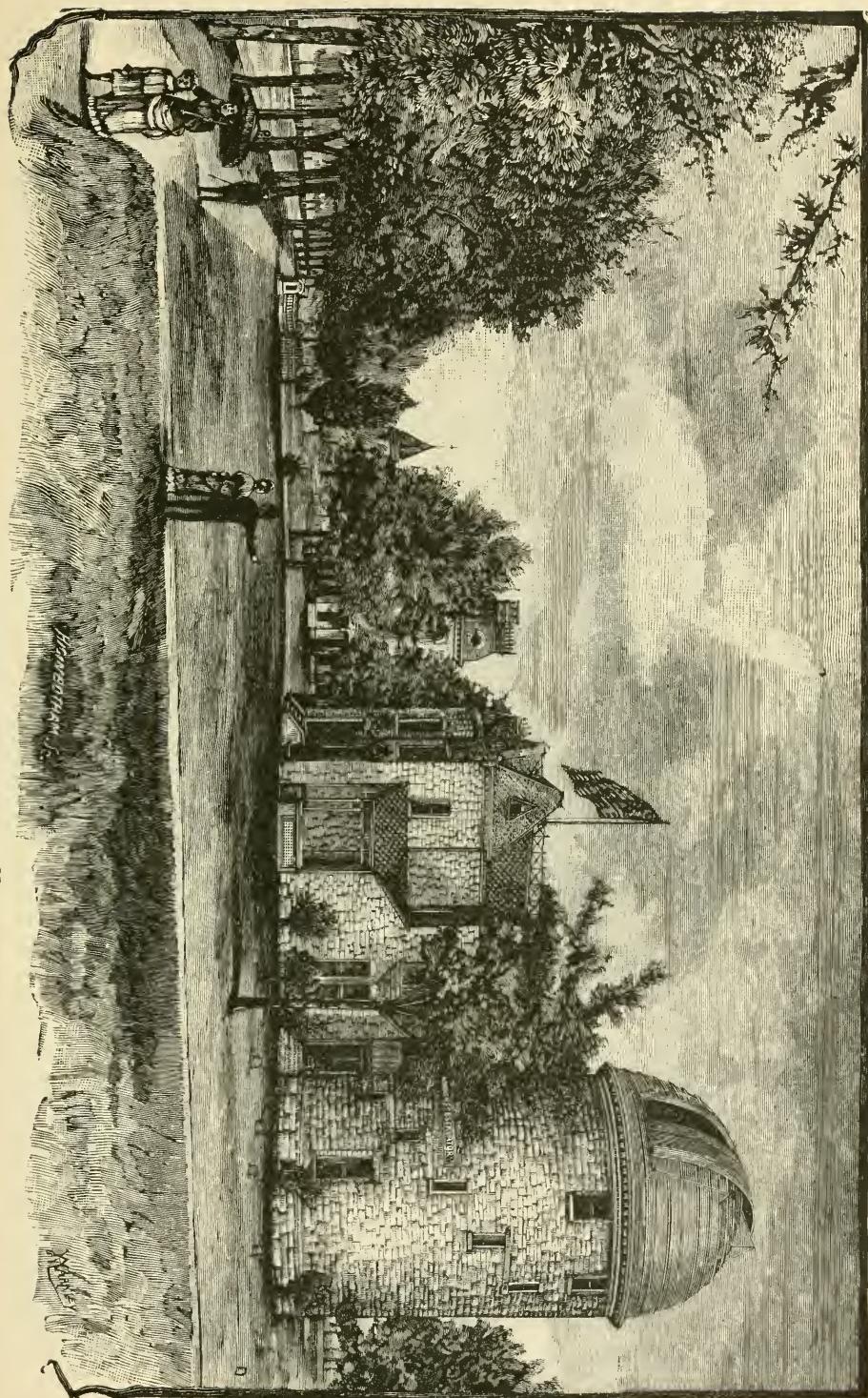
Wagner Memorial Lutheran College, on Oregon street, is a three-story building, 36 by 90 feet, with a four-story tower. The location on Oregon street is a pleasant one.

The Free Academy building on Fitzhugh street has none of the dullness which seems to cling to some school buildings, but is, instead, an attractive modern structure. It is built in the French Gothic style, with pavilions on either side terminating in turrets. There is a French roof. The trimmings and window caps are of Ohio and Gainesville stone. The building is 83 feet front by 130 feet deep, four stories, with a basement. There are seven entrances—three in front and two on each side.

When the City Hospital was dedicated, in 1864, it was a four-story brick building, 50 by 60 feet. In 1866 an east wing was completed, three stories with basement, 80 feet long with a transept 40 by 25 feet. Since then a Mansard roof has been added, also a large west wing and a children's pavilion, where the little ones may have the best of care and treatment.

St. Mary's Hospital is a mammoth institution. The whole building, on West avenue, is from four to four and a half stories high and is constructed of Medina stone,

In 1843-44 the central building of the Rochester Orphan Asylum was on Hubbel park. An east wing was made at an expense of \$10,000. In 1873 a west wing was built, and afterwards the main building was enlarged. The donation of the Potter Memorial building, which cost \$10,000, added greatly to the accommodations of the institution, so at present the asylum is domiciled in a manner creditable to the community.



WARNER OBSERVATORY—SEE PAGE 62.

The Industrial School on Exchange street is a plain but neat-looking four-story brick building.

The Church Home on Mt. Hope avenue for Episcopal children and aged ladies, cost \$15,000.

St. Patrick's Boys' Orphan Asylum is a large, three-story brick building on Frank street, and St. Joseph's Asylum is a splendid new building of four stories with basement, on Andrews street.

The Jewish Orphan Asylum on North St. Paul street is a two-and-a-half-story structure, remodeled and furnished at an expense of \$15,000.

The buildings of the Deaf Mute Institute, on the east bank of the river, facing North St. Paul street, are charmingly located. There are three large structures, containing school rooms, kindergarten, and living rooms for the inmates.

In 1885 the old county jail on the river bank was torn down and a new fire-proof brick structure, with tasteful stone trimmings, built on Exchange street. The sheriff's residence in the new building is of brick, 57 feet front and 97 feet deep. Here are the office and the parlors, dining-room, kitchen and sleeping apartments of the sheriff's family. These apartments take up the front half of the first and second floors of the building. On the third floor of the building is a wide hall, on one side of which are four strong rooms for female prisoners and on the other side three strong rooms for condemned prisoners, with rooms for attendants. There is one large room on one side of the hall on the fourth floor and on the other side four double cells for boys, with rooms for witnesses and attendants. Laundry, store-rooms and fuel rooms are in the basement. The jail proper, in the rear of the sheriff's residence, is one large room 32 feet high and lighted by a skylight. There are three tiers of seventeen cells, making fifty-one cells in all, and there is room near the roof for another tier. Each cell is 5 by 8 feet, and is supplied with such furniture as is deemed proper, an iron bedstead, basin and closet. The heating boiler is in the basement. Heat is furnished by steam, and the building is admirably ventilated.

WARNER ASTRONOMICAL OBSERVATORY.

The picture upon page 61 represents the Warner Astronomical Observatory, founded, built and endowed by H. H. Warner, Esq., of Rochester. This magnificent building is located on the corner of Arnold Park and East avenue. It is built of Lockport white sandstone, and is one of the most notable buildings in the city, and is distinctively a private institution, built for the purposes of original discovery. It stands about one-third of a mile south of the University of Rochester, and one and one-half miles southeast of the Court-house. Its horizon is nearly unobstructed in every direction, from some points views forty miles distant being had. The tower is circular in form, with a diameter of thirty-one feet outside measurement. Its revolving dome is, of course, of the same diameter. This dome, weighing three tons, in the matter of economy of construction, lightness, ease of revolution, and in the simplicity of the device of rotating, has no superior. The pier is twenty feet in diameter at the base, tapering to nine feet at the floor of the dome-room. The telescope was made by Alvan Clark & Sons, of Cambridgeport, Mass.; focal length, 22 feet; aperture of object-glass, sixteen inches. The tube is made of steel, is fourteen

inches in diameter at the eye end, and eighteen inches at the middle and object end. Besides the telescope, there is a fine micrometer, a comet-seeker, a driving clock, an automatic right ascension circle, sidereal clock, and a spectroscope (donated by Mr. Hiram Sibley of Rochester) connected with the observatory.

Dr. Lewis Swift is the director. When, in 1879, the Academy of Sciences of Vienna, Austria, ceased giving prizes for astronomical discovery, Mr. Warner offered, in 1881, a prize of two hundred dollars in gold for every unexpected comet discovered in the United States or Canada. Under that prize, which has been continued with varying conditions from year to year, about four thousand dollars has been awarded for cometary and other astronomical discoveries. In 1886 a magnificent gold medal was struck off for prizes of the "Red Sky-glow" essays. Since the completion of the Warner Observatory over seven hundred nebulae have been discovered and mapped out by Dr. Lewis Swift and his son Edward, the discovery of new nebulae being the particular field in which the observatory excels. It is the finest private observatory in the world. Access is had freely there-to on Tuesday and Friday nights of each week, admission being by tickets, which are obtained at H. H. Warner & Co.'s laboratory, on North St. Paul street. On other nights of the week, except Wednesdays and Sundays, a small admission fee is charged. On Wednesdays and Sundays the observatory is closed to all comers.

In 1887 was issued the first "History and Work of the Warner Observatory." This book covered the period from 1883 to 1886. It contains the boss prize essay on "Comets, Their Composition, Purpose, and Effect Upon the Earth", a catalogue of the nebulae discovered by Dr. Swift and Edward Swift, and the "Red Light" Essays of Prof. Kiessling of Hamburg, Germany; James Edmund Clarke, of York, England; Henry C. Maine, Rochester, N. Y., and Rev. Sereno E. Bishop, of Honolulu, Hawaiian Islands, who were successful competitors for the prizes given by Mr. Warner. The money for the purchase of the telescope was raised by popular subscription in Rochester, Mr. Warner having promised Dr. Swift in 1878 that if he would get a proper telescope for astronomical purposes he would furnish him a place wherein to work it.

NEW POST OFFICE AND GOVERNMENT BUILDING.

Work on the foundations was commenced in April, 1885. The original Congressional appropriation was for \$300,000. After its commencement work was continued until the summer of 1886 and the second story was reached, when it was suspended, the plans modified, and the part already built torn down and replaced by the present structure. At this time (1886) an additional appropriation of \$200,000 was made, making the total appropriation \$500,000. The building, when completed, will be of four stories, 130 feet square; height of tower from base to apex 140 feet; main building proper, 90 feet in height from foundation to peak, constructed of Connecticut undressed brown stone from the Middlesex quarries. The interior will be finished in the latest and most approved style. The basement will be converted into storage rooms, wash and toilet rooms, and will contain the engine and boiler for steam heating. The first floor contains two entrances—one on Church street and one on Fitzhugh street. The Fitzhugh street entrance will be 9 feet wide and 18 feet high; the

Church street or main entrance 18 feet wide and 18 feet high. This floor, intended exclusively for postoffice purposes, will be divided into departments, general delivery, money order, and registered letter. The wainscoting of this floor will be of marble, with marble floors.

Three fire-proof vaults will be used—one for general postoffice and postmaster, one for registered letter department, and one for money order department. Private offices for postmaster, assistant postmaster and superintendent of city delivery department will be provided. The central portion of the postoffice will be lighted by a large skylight, 32x58 feet in the center of the ceiling; the upper floors surrounding the skylight will be in the form of a colonnade, roofed over by another skylight in the roof. This floor will also have two stairways on the Fitzhugh street side, and two elevators. The second floor will contain the United States internal revenue offices, customs offices, United States Marshal's and other offices. On the third floor will be located the United States court room, jury rooms, district attorney's rooms and other offices, while the fourth floor will be fitted up similarly to the second and utilized for store rooms. Eight fire-proof vaults will be distributed in various parts of the building on the different floors. The building will be fire proof throughout, constructed entirely of brick, brown stone and iron. Back of the structure will be provided a court-yard for the loading and unloading of the mails. The building will be completed and ready for occupancy in the summer of 1889. Oscar Knebel, architect, of this city, has general supervision of the construction.

MANUFACTURES.

A GLANCE AT THE FIELD OF PRODUCTIVE INDUSTRY HERE PRESENTED, WITH A BRIEF STATISTICAL SUMMARY OF THE CITY'S BUSINESS RESOURCES.

THE manufactures of Rochester are numerous and diversified, and cover almost the entire field of industrial endeavor, increasing in number and extent of output at a rate to astonish even those most nearly interested. In the absence of any later official data than the census reports of 1880 (since which time the growth in production has been enormous), it is impossible to obtain accurate statistics on this subject, and we are therefore obliged to content ourselves for the most part with such intelligent estimates as can be collected from unofficial sources—the statements, for the most part, of representative manufacturers who are in a position to command an approximate knowledge of the facts.

BOOTS AND SHOES.

Probably the most important of the Flower City's manufacturing industries, in point of value of output, is the production of boots and shoes, in which she excels, the goods made here being for the most part of the highest grades, sought after by trade and consumers East, West and South, and commanding uniformly the highest prices paid for ready-made goods. This applies especially to shoes for ladies', misses' and children's wear, to which the most attention is given, with the result that in the matter of style, material and workmanship they are almost without the pretense of rivalry. A comparison between the figures of the census of 1880 and the reliable estimates of 1888 will best show the progress in this branch of manufactures:

CENSUS—1880.	ESTIMATED—1888.
Number of Factories.....	51
Capital.....	\$1,180,340
Hands.....	1,341
Wages.....	849,941
Value of Material.....	2,235,634
Value of Output.....	3,636,385

READY-MADE CLOTHING.

The production of ready-made clothing for adults and children of both sexes is another industry for which Rochester is justly renowned, not only as regards quantity but quality. A prominent Rochester firm was the first to attempt the making of men's garments on scientific principles, thus assuring to the consumer a fit and style never previously furnished by any but the fashionable tailor. Rivals at home and abroad availed themselves of the innovation, and we no longer see the workingman arrayed in clumsy hand-me-downs, whose only merit is cheapness. For this much-needed reform Stern, Bloch & Co. deserve the credit and the thanks as well of every person of good taste, whether his circumstances force him to wear ready-made apparel or not. Here again we are enabled to make intelligent comparison:

CENSUS—1880.	ESTIMATED—1888.
Number of Factories.....	20
Capital.....	\$2,050,200
Hands.....	3,965
Wages.....	861,000
Value of Material.....	3,210,000
Value of Output.....	4,635,000

BEER.

Rochester boasts eleven beer and two ale breweries, several of them ranking with the most extensive and best equipped in the country, employing some 600 operatives and marketing vast quantities of superior goods. The output from April 30, 1886, to the corresponding date in 1887 footed up 303,383 barrels, from which the government derived a revenue of \$265,847.78—an increase of 15,980 barrels over the previous year. Sales of stamps for twelve months ending April 30, 1888, \$338,328.92—an increase for the year of \$72,381.14. Barley malt consumed, 1,200,000 bushels; hops, 800,000 pounds; ice, quantity unknown, but 1,500 men and 500 teams are employed during the harvesting season.

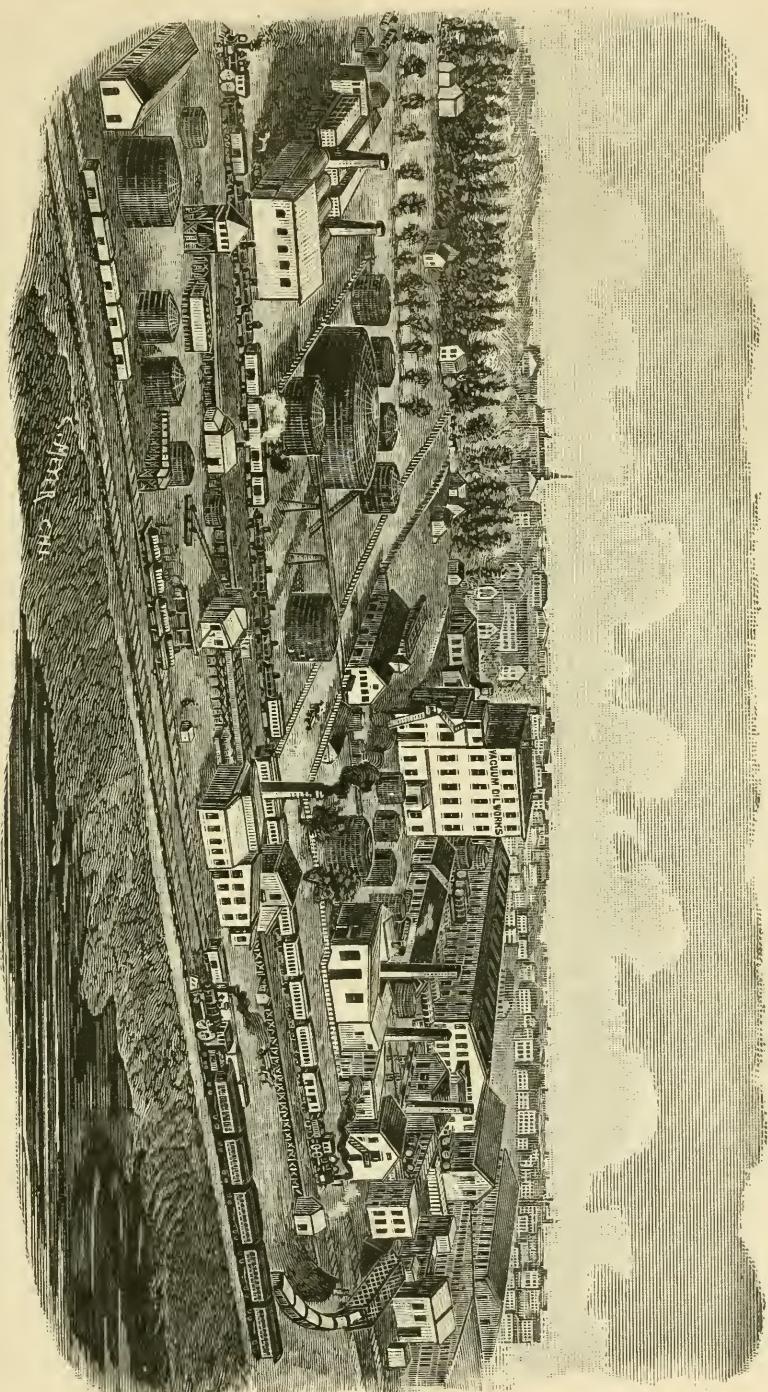
TOBACCO MANUFACTURERS.

Of tobacco and cigarette manufacturers there are three leading firms, one of which turns out, in addition to vast quantities of fine-cut smoking and chewing tobacco, an average of 1,000,000 cigarettes daily; another house, doing a large manufacturing business in chewing and smoking tobacco, produces 5,000,000 cigars annually, besides great numbers of cigarettes; another makes a specialty of machine cigarettes and employs 200 people, and still another is exclusively engaged in manufacturing and jobbing fine-cut chewing and smoking tobacco. A large number of smaller concerns are engaged in making cigars, and in all it is estimated that over 3000 Rochester men, boys and girls depend upon the weed for a livelihood. The internal revenue from this source for the year ending March 31 amounted in round numbers to \$162,000.

THE PETROLEUM INDUSTRY.

Though locally perhaps not so well known as other industries more generally engaged in, the manufacture and sale of petroleum products has been for more than twenty-five years one of Rochester's leading interests. The development of this business in this city dates back to the inception of the petroleum industry in general, now grown to such magnitude, and in fact in some respects antedates the business in any other city; for many grades of oils, now articles of general commerce among petroleum products, were first manufactured in this city. Indeed, in this respect the Rochester interest has been a pioneer, for it was largely due to the efforts and discoveries of Rochester refiners that the capabilities of crude petroleum in the manufacture of lubricating oils were made known to the world. At the time the refining of petroleum was first begun in this city the industry in general was of small importance, and was confined almost exclusively to the manufacture of burning oils, which were then produced in several places in the country in a comparatively small way, and were poor in grade and of high cost. Little attention was given anywhere to the manufacture of mineral lubricating oils, and it was generally conceded that lubricants belonged to the province of the fisheries and the renderers of animal fats. Hiram B. Everest, however, the founder of the Vacuum Oil Company of Rochester, now retired from active participation in the management of the business, became impressed with the idea that crude petroleum possessed certain essential greases which, if properly extracted, would not only make superior lubricants, but would supersede the fatty oils then exclusively and now largely used in the manufacture of leathers. The practical development of his ideas, like the development of all new enterprises, had many difficulties to contend with. Not only had processes to be invented which would enable the oils to be properly manufactured, but the products after manufacture, being entirely new to the world, had to have a market made for them. Mr. Everest, with energy and faith that withstood great difficulties in many directions, proved equal in each respect. Through the invention of the vacuum process of distillation he succeeded finally in the successful manufacture of his products, and forced them eventually into every market in the world. It is of interest to state that the Rochester refinery is still the only one in which the vacuum process has ever been successfully and permanently used. As a manufacturer of lubricating oils it was necessarily in the lead in the start, and is still generally admitted to lead all other manufacturers in the particular line of business which it makes its specialty.

The oils of the Rochester refinery are now sent to all quarters of the globe. Direct exports are regularly made to Europe, Japan, Central America, South America and Australia; and through European agents Rochester oils find their way largely into India, Africa, China, and out-of-the-way parts of the earth generally. Quite a large proportion of the output of the Rochester refining interest finds a market



VACUUM OIL WORKS.—SEE PAGE 123.

abroad, and in the best continental markets, despite the great competition from the Russian oil fields (from which an excellent class of oils is produced), the Rochester oils are still regarded as the standard lubricants. It is doubtful whether any other single interest has done so much to make the city of Rochester so generally known throughout the world as the oil industry, for the refinery alone in this city employs over one hundred and fifty salesmen in this country and Europe, who carry the name of Rochester with them everywhere they go. At first the refinery here devoted its attention exclusively to the production of heavy oils, but a few years ago the manufacture of burning oils was added, and at the present time four-fifths of all this class of oils consumed in the local markets is the output of the home refinery. The result has been the material cheapening of this class of oils to the home users.

Though Rochester has but one refinery it has several active dealers in oils, who do a local and general business of considerable importance; who employ travelling men to carry their goods to the various parts of the country, and who naturally assist in making Rochester known generally as an oil center. The combined value of oils manufactured in and sold from Rochester represents a total sum coming to the city every year which very materially adds to its enrichment. The other established oil houses doing business in the city are S. B. Williams, J. Scott Wilson, T. T. Southwick, Johnston Graphite Company, Plumbago Oil Company and Knowlton & Chapin.

BURIAL CASKETS, ETC.

Rochester is headquarters for burial caskets and undertakers' supplies. The most extensive casket and coffin factory in the world—that of the Stein Manufacturing Company—is located here, as is the office and salesrooms of Chappell, Chase, Maxwell & Co., the second largest. The working capital of the first-named concern is \$400,000; the great five and six story establishment covers six acres at Court and Exchange streets, employs three hundred operatives and a vast plant of machinery, operated by two one hundred horse-power engines, and consumed over 4,000,000 feet of lumber of all kinds last year, besides vast quantities of varnishes, oils, solid and plated handles and decorations, imported cloths, plushes and trimmings.

Messrs. Chappell, Chase, Maxwell & Co.'s works are at Oneida, occupy five acres, and employ three hundred people, and have a capacity second only to that of the Stein Manufacturing Company. The office and warehouse occupy the fine four-story building, 40x100 feet, at Nos. 131 and 133 State street.

FLOUR MILLING.

Notwithstanding the western movement of the wheat-growing and milling center, Rochester continues to maintain a proud eminence for both the quantity and the quality of her breadstuffs, and the twenty large mills within her borders, equipped with the latest improvements, have a world-wide celebrity, grinding 20,000 bushels and putting on the market an average of 4,000 barrels of flour daily, besides great quantities of corn meal, oat meal, shorts, bran, etc.

THE LUMBER TRADE.

Easy and cheap transportation by the Erie canal from Tonawanda, and by rail from the Pennsylvania hemlock forests, make this a leading interior lumber market. It is impossible in this place to state with any accuracy the volume of sales, but the trade is represented by some five or six wholesale and probably twenty retail houses, and transactions for local consumption and shipments run well up in the millions.

EVAPORATED AND DRIED FRUITS.

Rochester is the recognized center of the evaporated and dried fruit industry of the United States, which during recent years has assumed very large proportions, the goods being shipped in large quantities to all of the leading markets of the world. No finer fruit is produced on this Continent than is grown in the territory embraced under the name of Western New York, comprising some twelve of the most fertile and richest counties of the Empire State. The cultivation of fruit, especially apples, has superseded all other agricultural products, and has proved more remunerative to the grower than any other product. The orchards of the farming community are the chief sources of their wealth, and the industry is prosecuted with unabated vigor, largely aided by the experience, skill and resources of the great nurseries of Rochester, famed throughout the world. Whether due to this proximity, to the favorable climate and soil, or to the superior and skillful cultivation of the orchardists, one thing

is certain—that the apples of Western New York are sought with avidity and bring relatively higher prices than those grown elsewhere. The success and magnitude of the evaporating industry is due largely to the fine quality of the fruit, easily and cheaply procurable in abundant quantities, and also to the enterprise of the producers in adapting new and improved evaporators and machinery in place of the crude processes in vogue years ago, producing thereby a quality of fruit fully as good as though it were in the fresh or matured state. Thousands of tons of apples are thus prepared every season from a grade of fruit heretofore wasted and allowed to rot on the ground, and which now forms a source of revenue to the grower. It is in the utilization of these waste products that the desiccation of fruit becomes a valuable and indispensable adjunct to every fruit grower, and the business may be considered as yet in its infancy.

Within a radius of forty miles of Rochester there are more than fifteen hundred evaporators, ranging in capacity from the small farm-house dryer of twenty-five bushels per day to the large steam evaporators drying 800 to 1,000 bushels of apples each twenty-four hours. These evaporators give employment during the autumn and early winter months to at least 30,000 hands, who average from \$5 to \$12 a week, according to experience and usefulness. New factories are erected every season, proving that the business is profitable when properly and economically conducted. Constant care and scrupulous cleanliness are the first elements of success in evaporating good fruit. The production during the past season (1887) may well be considered the largest since the inception of the business some fifteen years ago. A careful estimate places the total quantity at about 30,000,000 pounds, worth at first cost some \$2,000,000. To produce this quantity of evaporated apples it required 5,000,000 bushels of apples, 15,000 tons of anthracite coal, and the constant attendance night and day of an army of men, women and children, numbering from 25,000 to 30,000. The water eliminated in the process of evaporation amounted to 225,000 tons, reducing the fruit to about one-eighth of its original weight in the green state, each one hundred pounds yielding, when properly evaporated, twelve pounds on an average. The fruit is usually packed in cases of two cubic feet measurement, holding fifty pounds net, or the product of say eight and a-half bushels of green apples, and in this concentrated compressed form is shipped all over the world. The advantages in freight alone will be apparent from a comparison of the cost of shipping one case to Liverpool, England, which at existing freight rates will cost a little less than thirty cents, while in the green or fresh state in barrels the same quantity would cost \$2.25, and in the canned state almost \$2.10, without considering the deterioration of the green fruit and the dangers of fermentation to the canned article, the apples in the evaporated state being transported without any danger of deterioration or decay. The refuse of the apples, such as the parings and cores, are dried, and form the base of all the cheap jellies manufactured at present. The quantity thus produced last season will aggregate some 12,000,000 pounds, so that not a particle of the fruit is wasted.

The principal consuming countries abroad are Germany, England, Belgium, Holland and France, in which the new product has entirely displaced the old-fashioned sun-dried fruit. There were shipped alone to France during 1887 18,000 barrels of a quality known as chopped or sliced apples, dried without being either pared or cored, and used chiefly for the production of cider, cheap wines, and distillation when the vineyards of France suffer from the phylloxera. Some 4,000,000 pounds were exported during the season, of which more than one-half was shipped from Rochester. New York State evaporated fruits have secured a very favorable reputation and strong foothold abroad, and can be had in almost every town or city of importance on the European continent. The goods are also taken in considerable and increasing quantities by the West African and Australasian trade every season, and with the popularity and growing demand at home, the success of the business is more than assured.

PHOTOGRAPHERS' SUPPLIES.

No other American city produces and handles this class of goods on so extensive a scale as Rochester. Several of the most noted manufacturers in the world are located here.

STEAM ENGINES.

Half a dozen firms are engaged in this industry. The reputation of Rochester steam engines is well established and the business is fast increasing.

STEAM GAUGES, LAMPS AND LANTERNS.

In this class of goods Rochester manufacturers have no rivals. Besides supplying signal lamps, beacon lights, etc., for the government, all leading American and European railroads obtain their conductors' lamps and headlights from the two leading firms here who divide the trade.

IRON AND STOVE FOUNDRIES.

Of these there are some fifteen, employing several hundred men and producing great quantities of architectural and machinery castings, stoves, ranges, furnaces, etc.

IRON BRIDGE BUILDERS.

There is one establishment of the kind here—the Rochester Bridge and Iron Works—making specialties of railroad and highway bridges, plate girders, wrought iron water pipe, etc., and doing an extensive business.

IRON FRONTS AND COLUMNS.

Three firms represent this branch of industry, and supply builders with every description of heavy iron work required in modern architecture.

MACHINERY, TOOLS, ETC.

Of machinery builders, tool manufacturers and jobbing machinists there are some forty establishments of all classes, employing great numbers of men and producing very heavily of their several specialties.

MOULDINGS.

Rochester may claim to be in a sense the mother of this industry, since it received here its earliest development on a large scale as an adjunct to the decorative arts. Over twenty individuals and firms are now engaged in it, and their goods are distributed to all parts of this and other countries, competing successfully with those of the most famous European manufacturers.

SEWER PIPE AND TILE.

Two large establishments manufacture these goods and control a very heavy and fast increasing trade.

LIME AND CEMENT.

A very large business is done here in these indispensable requisites of the building trades, and six first-class establishments are kept busy supplying the demand.

HARDWARE.

This is a leading hardware market, and four extensive factories are steadily employed in meeting the demand.

LOCKS.

The first successful time lock was made here, and the business has grown to such an extent that Messrs Sargent & Greenleaf now own and operate the largest in the world, making a specialty of high-grade bank, safe, house, drawer and trunk locks.

TRANSPORTATION.

THE RAILROAD SYSTEM THAT MINISTERS TO THE COMMERCE AND TRAVEL, BUSINESS AND PLEASURE OF ROCHESTER—NAVIGATION.

ROCHESTER'S communications with the outside world are first-class, comprising no less than nine railroad lines, besides her excellent facilities for shipments and travel by lake. These roads, in the order of their importance, are: The New York Central & Hudson River; the New York, Lake Erie & Western; the Buffalo, New York & Philadelphia; the Buffalo, Rochester & Pittsburg; the Rome, Watertown & Ogdensburg; the Rochester & Genesee Valley; the Avon, Genesee & Mount Morris; the Rochester & Lake Ontario, and the Rochester & Ontario Belt.

The branches of the Central radiating from here are as follows: The Syracuse, Auburn & Rochester—Syracuse to Rochester, 104 miles; Niagara Falls—Rochester to Niagara Falls, $74\frac{3}{4}$ miles; Charlotte—Rochester Junction to Charlotte, 7 miles. Principal offices, New York city; Rochester passenger station, corner Central avenue and North St. Paul street.

The New York, Lake Erie & Western is lessee of the Avon, Genesee & Mount Morris and the Rochester & Genesee Valley railroads, in addition to owning and leasing some twenty-six other roads, maintaining a network of connections that extend from New York City to Cincinnati, and from Niagara Falls to Pittsburg. Total length of lines, 1,610 miles. The principal offices are in New York; Rochester station, Court street.

The Buffalo, New York & Philadelphia railroad consists of three divisions, designated as the Buffalo, the Pittsburg and the Rochester, comprising in all no less than nineteen, main and branch lines of a total length of $674\frac{1}{2}$ miles. General offices, New York; station, with the N. Y. C. & H. R. railroad, Central avenue and North St. Paul street.

The Buffalo, Rochester & Pittsburg railway comprises the Main line, Rochester to the Pennsylvania State line, 121 miles; the Buffalo division, Buffalo to Ashford, 45 miles; the Perry railroad, leased, 1 mile; trackage of the Central and Buffalo Creek railroads at Buffalo, 2 miles; the Pittsburg & State Line railroad and branches (operated), $78\frac{1}{2}$ miles, and trackage of the Erie, Howard junction to Clarion junction, $36\frac{1}{2}$ miles—in all 284 miles. Office, No. 20 Nassau street, New York; Rochester station, corner North Ford street and West avenue.

The Rome, Watertown & Ogdensburg main line extends from Suspension Bridge to Massena Springs, 299 miles, and from Richland to Rome, 41 miles, with branches $82\frac{1}{2}$ miles, and leased lines and trackage, bringing the total up to 641.69 miles. General office, New York; Rochester station, No. 434 Lake avenue.

The Rochester & Genesee Valley road has its southern terminus at Avon; total length, $18\frac{1}{2}$ miles. It is leased to the New York, Lake Erie & Western at six per cent. on a capital stock of \$555,200. Office, Rochester; station, Court street.

The Avon, Genesee & Mount Morris railroad is also under lease to the Erie on the same terms. It extends from Avon to Groveland, 19 miles, with office at Mount Morris.

The Rochester & Lake Ontario is a narrow-gange road, built expressly for pleasure traffic. Its length to Lake Beach, Irondequoit bay is 6 miles, and it was opened in 1879. The station is on North avenue, opposite Bay street. N. H. Galusha, president and manager.

The Rochester & Hornellsville is a new road, opened January 25th last, connecting at Hornellsville junction with the Lackawanna & Pittsburg, and via that road at Wayland with the Delaware, Lackawanna & Western railroad. Intersecting the Western New York & Pennsylvania at Mount Morris and Nunda, the distance from Rochester to Hornellsville is shortened to 78 miles—thirty-four miles and more than an hour's travel less than by the old route via the Erie road. Connection is to be made via Naples with the Central Hudson, and an extension will be built to the Pennsylvania coal fields.

A company has been organized and secured the right to use the west bank of the canal feeder for the purpose, and it is confidently expected that the Rochester & Honeoye Valley railroad will be completed during the present year.

LAKE NAVIGATION.

We make the subjoined extract from the report of the government engineer in charge of improvements at Charlotte harbor, dated June 30th, 1887—the latest obtainable :

The original project, adopted in 1829, and executed between that date and 1834, was to obtain a channel 480 feet wide and 12 feet deep, formed and protected by parallel piers extending from deep water in the Genesee River to deep water in the lake. The present project, adopted in 1881, is to secure and maintain, by pier extension and dredging, a channel of navigable width and 15 feet depth at extreme low water. No dredging has heretofore been done, the channel having been formed and kept open by the current of the Genesee river. Since the commencement of work in 1829, the shore line has advanced against the west pier about 1,100 feet, against the east pier about 700. The land so formed on the west side has been improved by the Ontario Beach Improvement Company, who have rebuilt along their river front the superstructure of about 500 feet of the old pier. Of the land formed on the east side, a plat was given to the United States life-saving service for their station. By its position on the lake, near the middle of the south shore, Charlotte has greater advantage, in length of haul, over the railroad lines which pass around the lake than any other port. As the lake port of Rochester it has also a wider railroad connection than any other port. It is also the only port having a direct communication with the principal mining regions of bituminous coal, and making large shipments of that product. The trade in this article extends as far east as Montreal. From its railroad advantages, its favorable position on the lake as regards length of run in doubtful weather, and its present control of bituminous coal shipments, I consider Charlotte to have the best prospects of all the American ports on Lake Ontario. The amount of commerce and navigation when the work of improvement began under the present project in 1881: Arrivals, 652, tonnage, 149,535; departures, 646, tonnage, 146,181. Imports, \$499,798; revenue collected, 1881, \$80,950.61. Arrivals and departures of vessels during fiscal year ending June 30th, 1887: Steamers arrived, number, 254, tons, 64,404; departed, number, 265, tons, 65,440. Sailing vessels, arrived 364, tons, 84,493; departed number 420, tons, 93,836. Revenue from customs for fiscal year ending June 30th, 1887, \$72,278.32; value of imports same year, \$451,517; value of exports, \$620,926. Greatest draught of vessels, about 12 feet.

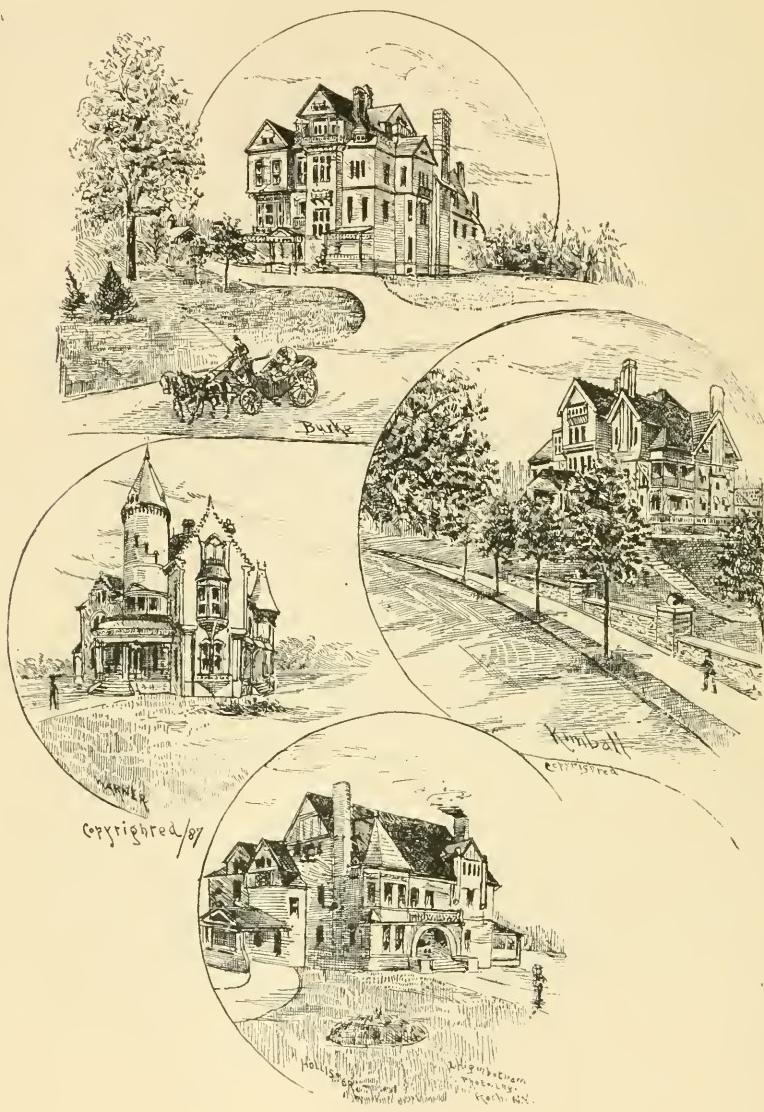
THE NURSERIES.

THE GREAT CENTER OF THE TREE, PLANT AND SEED TRADE—FRUITS, FLOWERS AND ORNAMENTAL SHRUBS BY THE MILLION—A BRIEF REVIEW OF A FAMOUS INDUSTRY.

If there is any one particular industry to which, more than to all others combined, Rochester owes her world-wide fame, it is to her nursery interests. The Genesee valley possesses, in more marked degree than any other spot upon this continent, those natural conditions of soil and climate suited to the propagation and cultivation of all the finer fruits and plants of the temperate zone, and fortunately for the commerce of this region the discovery was made at a period of our country's development when it could be utilized to the greatest advantage by the shrewd, progressive and energetic men to whose tireless labors and upright dealings the community is under lasting obligations for building up from small beginnings this magnificent and beneficent branch of commerce, the ramifications of which extend to the uttermost ends of the earth. There are at this time in the city and vicinity some thirty-five nurseries, employing at home and on the road about 4,000 men, yet it is only fifty years since the pioneer Rochester nursery was established by Ellwanger & Barry, both of whom are living, actively engaged in the same pursuit, and conduct a nursery of 650 acres on the Mount Hope road—probably more extensive and diversified in its products than any other in the United States. Their most conspicuous rival in the specialty of trees are Chase Bros., who employ 1,200 to 1,500 agents, and during the season of 1887 sold \$500,000 worth of nursery stock.

Crossman Bros., Hiram Sibley & Co. and the house of James Vick (conducted by his sons since the noted founder's death in 1882) are the most conspicuous representative seedsmen and florists, the first-named making a specialty of garden seeds, cultivating sixty acres here, 1,200 acres at other widely separated points in this country, and importing largely from Europe. Hiram Sibley & Co. also control a vast trade in seeds, besides conducting one of the leading nurseries of the vicinity. This establishment, as well as that of Crossman Bros., is described at greater length among our notices of representative houses. Messrs. Vick confine their attention almost exclusively to growing and importing flowers, flower and vegetable seeds and rare plants, doing an immense business and issuing several beautifully illustrated and instructive publications relating to horticulture and floriculture. They cultivate over 100 acres.*

We have not space enough to enlarge upon each firm and individual engaged in this industry, but may state that no more honorable business fraternity can be found anywhere than the nurserymen, seedsmen and florists of Rochester, some of whose establishments are described more at length in our chapter upon the representative houses of the city. The Nurserymen's Association is a flourishing institution, maintains an exchange, and exerts a healthful influence upon the entire community.



SOME PRIVATE RESIDENCES.

(By permission of the Editor of the Municipal Manual.)

BANKS AND BANKING.

A SUPERB SHOWING OF MONETARY POWER—SOMETHING ABOUT THOSE WHO LOOK AFTER THE COMMUNITY'S FINANCIAL AFFAIRS, CORPORATE AND INDIVIDUAL.

WHILE reasonable conservatism has always characterized the management of Rochester's banking institutions—a course which has uniformly operated to the advantage of all concerned and averted serious monetary disaster—it is not to be presumed that they are by any means lacking in enterprise, or that safe and useful kind of public spirit that stands ready to extend proper assistance to public and private movements based on correct principles for development of resources, the prosecution of improvements, the upholding of legitimate business ventures and the establishment and assistance of manufactures and commerce. On the contrary, as will be readily attested on all hands, these institutions have frequently acted with great liberality and promptitude in case of public and private need and saved the credit of their patrons and of the municipality, and thus fairly earned the respect and confidence in which they are held by all classes. As a consequence all are extremely prosperous, those operating under State and National charters having increased the volume of their transactions more than one hundred per cent. during the past decade, while the deposits of the savings bank have swelled to enormous proportions, as will be seen by the appended official statements. The inference to be drawn from the figures presented is that business of all kinds is in a most healthful condition and that the community as a whole is exceptionally prosperous—a conclusion that is further strengthened by the fact that in proportion to the population, more Rochester working people own their homes than in any other American city. The officers, directors and stockholders of these banks are all citizens of Rochester, men of broad views, large capital and great capacity, identified with the city's interests and prepared at all times to contribute of their time, labor and means for her material advancement.

The oldest of Rochester's banking institutions now in existence is the Rochester Savings Bank, incorporated April 21, 1831; then in order of precedence by age come the Monroe County Savings Bank, dating from 1850; the Traders' National Bank, organized as a State bank, the Eagle, in 1850, consolidated with the Manufacturers' in 1859 and name changed to the Traders', and reorganized in 1865 as a National bank; the Flour City National Bank, established under the laws of the State in 1856 and reorganized as a National bank in 1865; the Mechanics' Savings Bank, incorporated June 1, 1867; the Bank of Monroe, founded 1867; the East Side Savings Bank, organized in 1869; the German-American Bank,

opened in 1875; the Merchants' Bank, established in 1883, and the Union Bank, started in 1885.

The private banking houses are three in number—the oldest being that of D. W. Powers, founded 1850 (more fully described elsewhere), and those of T. & B. W. Corning and Amsden Bros.

Following is a list of the National and State Banks with their capital:

	CAPITAL STOCK PAID IN.
Commercial National	\$200,000
Flour City National	300,000
Traders' National	250,000
The Bank of Monroe	100,000
German-American	200,000
Merchants Bank of Rochester	100,000
Union Bank of Rochester	200,000

The reports of the Savings Banks January 1, 1888, are the latest figures obtainable touching their condition, and are as follows:

ROCHESTER SAVINGS BANK.

Total resources	\$12,016,538 49
Due depositors	10,668,341 63
Interest accrued on deposits	32,078 47
Loans credited not paid	2,938 12
Surplus	1,313,180 27
Number of open accounts	24,595 00

MONROE COUNTY SAVINGS BANK.

Total resources	\$7,900,876 99
Due depositors	6,642,879 54
Other liabilities (accrued interest)	20,707 96
Surplus	1,237,829 49
Deposits received during 1888	4,136,520 62
Amount withdrawn, 1887	3,787,308 89
Interest credited during 1887	244,861 57
Current expenses, 1887	27,124 53
Open accounts, January 1, 1888, 12,239.	
Accounts opened, 1887, 3,430.	
Accounts closed, 1887, 2,699.	
Increase of deposits	349,211 73
Increase of bond and mortgage investment	653,000 00

EAST SIDE SAVINGS BANK.

Total resources	\$2,052,812 14
Due depositors	1,896,224 21
Other liabilities (accrued interest)	6,300 00
Surplus	150,287 93
Deposits received during 1887, not including interest	1,438,094 52
Amount withdrawn 1887, including interest	1,369,410 14
Open accounts January 1, 1888, 4,456.	
Accounts opened 1887, 1,744.	
Accounts closed 1887, 1,202.	

MECHANICS' SAVINGS BANK.

Total resources	\$1,737,805 07
Due depositors	1,548,450 41
Surplus	184,754 66
Deposits received during 1887, exclusive of interest	1,314,587 41
Amount withdrawn 1887, including interest	1,358,923 27

* Open accounts, January 1, 1888, 3,008.

As compared with the showing for January 1, 1887, the total decrease of savings banks deposits aggregates \$2,522,606.82; increase of National bank deposits, \$134,930.46; increase of State bank deposits, \$574,051.56—total increase, \$708,982.02; grand total falling off of deposits, \$1,813,624.80. The conclusion is unavoidable that, right or wrong, the resolutely contested shoe operatives' and printers' strikes had a disastrous effect, for the time, on the savings of the workmen involved.

THE PRESS.

NEWSPAPERS OF THE FLOWER CITY—SOME ACCOUNT OF JOURNALS AND JOURNALISM ON THE GENESEE.

IN the series of sketches that follow we have endeavored to set forth briefly and impartially the history and present status of the daily press only. There are also published here numerous weekly, Sunday and monthly newspapers and periodicals of character and influence, all of which we would be happy to specify and describe at length did space and time permit; but unfortunately we are limited in both respects, and must therefore beg that our friends of the tripod whose merits are unsung in these pages will accept our explanation and apology and "take the will for the deed."

THE UNION AND ADVERTISER.

The Union and Advertiser Company, publishers, printers, engravers, bookbinders and stereotypers, is located on Exchange street, two doors from the Wilder building. The main office, 75 feet deep, is at No. 22 Exchange street, and connects with the printing-house on Aqueduct and Basin streets. Above the office are the local and editorial rooms, which are very handsomely furnished, well-lighted, heated and ventilated. The printing-house is a spacious six-story building, with a basement 12 feet in height, 47 by 90 feet, and provided with all the best improved presses and machinery, and with facilities unexcelled in any city in the Union. The printing house is unquestionably the largest and best equipped in any city between New York and Buffalo.

In October, 1826, the first number of the *Advertiser* was issued from a little office on Exchange street, not a stone's throw from the present handsome and commodious building of the company. There was at that time no daily paper printed in the United States west of the Hudson river. The *Advertiser* was then a small four-page paper, worked off on a hand-press at the rate of two sheets a minute. From the Potter perfecting press of the *Union and Advertiser* of to-day, an eight-page daily is issued at the rate of 250 a minute. Between 1826 and 1840 no less than four removals were made, each time to secure greater accommodations required by the growth of the business. After the Presidential election of 1856, the *Advertiser* was merged with the *Union* and its office was taken to that of the latter, where the northwest corner of Powers Hotel now stands. In 1882 the five-story building Nos. 45 and 47 Exchange street and Irving place was purchased, but in May, 1888, this was found too small, and the buildings at the present location were secured.

The present officers of the company are: President, William Purcell; vice-president, Lorenzo Kelley; secretary, W. J. Curtis; treasurer and business manager, W. F. Balkam; superintendent, William Dooe; trustees, William Purcell, Eugene T. Curtis, W. F. Balkam, W. J. Curtis, Lorenzo Kelley, William Dooe, and George Moss. The *Union and Advertiser* is a staunch democratic sheet, well-known throughout the country; the editor is William Purcell. Its circulation is 20,000 daily.

[THE DEMOCRAT] AND CHRONICLE.

The Rochester *Democrat* was first issued February 17, 1834, and has had a successful career for over fifty years, having consolidated the Rochester *American* with it in 1857, and the *Chronicle* in 1870, the first issue of the *Democrat and Chronicle* having been issued December 1, 1870. It is Republican in its politics, but aims at independence within party lines. It is an eight-page paper, with eight columns to the page, and is thus the largest daily in Western New York. It also publishes weekly and semi-weekly editions. It is systematized into departments and pays es

pecial attention to the news of the city and to that of the ten counties in which it circulates. It is published by an association of which W. H. Mathews is president, Nathan P. Pond, secretary, and L. Ward Clarke, treasurer. Its editorial force is at present constituted as follows: Charles E. Fitch, editor-in-chief; Ernest R. Willard, managing editor; Henry C. Manie, associate editor; Reuben D. Jones, correspondence editor; O. S. Adams, night editor; Homer Rowell, commercial editor; John Dennis, jr., city editor; D. A. Willey E. A. Anderson, W. M. Mead, Frank E. Rawley, G. C. Read, John Brown, George F. Warren, reporters, and Thomas Glidden and W. Barron Williams, editors of departments in the Sunday issue. The *Daily Democrat and Chronicle* is published every day in the year. Its sworn statement shows it to have the largest circulation of any daily in Western New York (with the exception of a penny paper in Buffalo). Something of the steady growth of its circulation is shown by the following figures: In 1885 its average daily circulation was 12,211 copies; in 1886, 13,122; in 1887, 13,342, and for the first five months of 1888, 13,940. Its aggregate circulation for 1887 was 4,870,686 copies. The weekly edition, which is widely read by the farmers, is about 12,000 copies. The *Democrat and Chronicle* is published at No. 49 East Main street. It is now erecting two additional stories to its rear building, which will be four stories in height, to accommodate its large and rapidly increasing job and paper box-manufacturing business.

ROCHESTER MORNING HERALD.

The Rochester *Morning Herald* appeared on the 5th of August, 1879, a seven column folio sheet that sold for two cents. It was published by the Rochester *Herald* Publishing Company, composed of practical men who saw in Rochester a field for a wide-awake newspaper that was not bound by party ties, but alert to and aggressively independent in its editorial treatment of all public questions, local and general. Such a paper the *Herald* was, and such it has ever since been. The response of the public was immediate and generous. Before the close of the year 1879 it had a *bona fide* daily paid circulation of over 5,000 copies, and from that time to the present its growth has been steadily upwards. Within three months from the beginning the Campbell press, upon which the *Herald* was first printed, proved inadequate, and a double-cylinder was substituted, which in turn gave way in September, 1882, to a magnificent Web printing and folding machine, the managers of the *Herald*, with characteristic enterprise, securing for their establishment the first press of this kind in the State, outside of New York city. In the autumn of 1882 the *Herald* commenced printing a double number on Saturdays, and, to accommodate the demand for advertising space and at the same time not curtail the news, it adopted in June, 1884, the eight-page form permanently. The *Herald* has been first in every forward movement. It was not only the first to introduce the stereotyping process, the first to have a lightning press and to publish an eight page paper, but it was first in having a special telegraph wire, with its own operator in its own editorial rooms, the first to systematically organize an extensive corps of correspondents throughout Western New York, the first to establish special representatives at the National and State capital, and, in fact, the first in every good work within the province of journalism. The *Herald* office is admirably located in the business center of the city, with a handsomely furnished counting-room on the ground floor, and the editorial departments, large, well lighted and comfortable, on the floor above. The composing room is also on the ground floor, a thoroughly lighted and ventilated department, extending through to Aqueduct street, which together with commodious apartments for printing and stereotyping, make one of the most complete and convenient newspaper establishments in New York State. The *Herald* with its daily circulation of 12,592, covers a large and important territory, and is recognized among the enterprising and foremost independent journals of the State. Mr. J. E. Morey, jr., is business manager and treasurer; S. H. Lowe, editor-in-chief; S. D. Lee, managing editor. Office, Nos. 30 and 32 Exchange street.

THE POST EXPRESS.

In April, 1882, the Post Express Printing Company of Rochester was organized, with E. K. Hart as president, George Ellwanger as vice-president, and Daniel T. Hunt as secretary and treasurer. The plant of the *Evening Express*, which was established in June, 1859, was purchased, and on May 4, 1882, the first number of the *Post Express* was issued in daily, tri-weekly and weekly editions, and has continued until the present time without change of ownership. The price of the daily edition

was six dollars a year and three cents per copy. In June, 1883, the price was reduced to five dollars a year and two cents per copy. The *Post Express* has numbered among its editors many able writers, of whom Geo. T. Lanigan and Isaac H. Bromley were particularly noted. Its present editor-in-chief is Joseph O'Connor, with Jacob A. Hoekstra as city editor. The *Post Express* is an independent newspaper in the true sense of the term, and as such the constant increase in its circulation and influence is the strongest testimonial of the esteem in which it is held by the people of Rochester and Western New York.

The telegraphic news published by the *Post Express* is furnished over the special wires of the United Press, and whenever necessary it is supplemented by special dispatches from its regular correspondents in New York, Albany, Washington and all the neighboring cities and towns. The *Post Express* has retained its folio form, and the strict classification of its news, editorial and miscellaneous matter, has made it the most popular and satisfactory to the reader.

Every Saturday, the *Post Express* issues a double number, in which is found an abundance of interesting local matter, sporting, musical and secret society news, with choice selections from the magazines and the best exchanges. This has proved an extremely popular feature and the Saturday edition has attained an immense circulation on account of its superiority over the average Sunday newspaper.

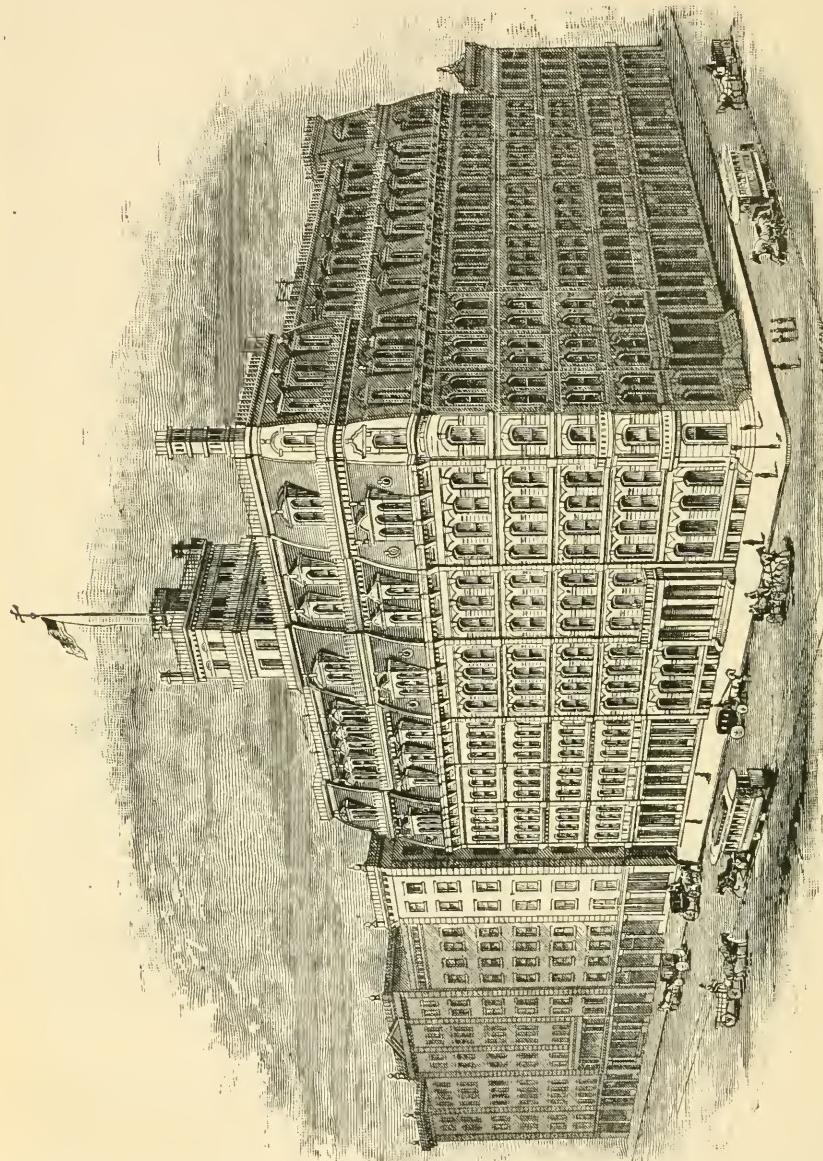
Besides the newspaper establishment, the *Post Express* Printing Company owns one of the largest commercial and show printing offices and book binderies in Western New York, and is celebrated throughout the country for the excellence of its work, having facilities excelled by no other establishment in Rochester.

THE DAILY TIMES.

November 2, 1887, a strike took place among the printers of Rochester, at which time nearly the entire force of compositors in the city went out. These practical printers desired a medium through which they could inform the public as to the special reasons for their action in the premises. A small folio called *The Appeal* was published, the first number appearing November 7, 1887. *The Appeal* was published six consecutive days, the last number appearing Saturday, November 12th. Two of the compositors engaged in getting up and issuing *The Appeal* were so encouraged by the favor with which these special issues were received that they determined to continue in the work. They therefore announced the immediate advent of a one-cent evening paper to be called *The Times*, the first number of which appeared November 14, 1887, and was printed at the present location of the office, No. 32 South St. Paul street. The new daily met a favorable reception and received the active aid of workingmen, business men and others. Its efforts were duly appreciated by readers of all classes. In a few weeks it had a list of several thousand *bona fide* subscribers, and this patronage has increased steadily from the outset until it has completed its first half year. *The Times* has been enlarged to meet requirements of business men who use its advertising space. On May 7th it issued its first noon-day edition, with its own special dispatches from the Press News Association of New York city, and has completed arrangements for a larger and faster press. It occupies its own peculiar position, is entirely independent in politics, advocates all rights of all men, is closely observant of the interests of the city, and free to speak of men, events, party movements, syndicates, trusts, monopolies of all kinds, and intends to wield a potential influence in affairs. *The Times* is incorporated as The Times Printing and Publishing Company, with a cash capital of ten thousand dollars, and a body of substantial stockholders, some of them experienced in the newspaper business, and all active, energetic citizens.

ROCHESTER VOLKSBLATT.

The Rochester *Volksblatt*, originally *Anzeiger des Nordens*, was started in 1854 as a weekly, by H. Kurz. In 1857, it passed into the hands of Louis W. Braudt, who in 1863 issued a daily and weekly, both at the Rochester *Volksblatt*. In 1873 he started the *Sonntags Journal*, and in 1883 all of these publications passed into the possession of E. H. Makk (who in 1867-8 was one of the editors of the *Volksblatt*). The daily was enlarged in 1883 and again (to eight pages) in 1888. For ten years it was located on Front street, for 17 years at No. 18 North St. Paul street, and in 1888 it removed to Nos. 50 and 52 North Water street. The editorial staff consists of E. H. Makk, Adolph Nolte, Eugene Ebel, Louis Wochlert; Alfred Streb and G. F. Schwarz, reporters. In politics, the paper is independent. Daily (8 pages), \$5 a year.



POWERS BLOCK.—SEE OPPOSITE PAGE.

Representative Houses.

THE LEADING MANUFACTURERS, MERCHANTS AND FINANCIERS OF THE FLOWER CITY.

In the series of descriptive articles that follow, we have endeavored to make appropriate mention of every well-established, influential and deserving mercantile and manufacturing house, and every responsible fiduciary trust in the city of Rochester, believing that those whose industry, energy and capital are enlisted in building up the city's material interests, and developing and maintaining her trade supremacy, are worthy of all the favorable recognition it is in our power to bestow. In this work we have necessarily been guided by a consistent regard for the opinion of those to whom we are proud to acknowledge our obligations, and have therefore carefully abstained from indiscriminate laudation. Our canvass has been as complete as circumstances would permit, and in prosecuting the same great care has been exercised to admit to our pages only such firms, individuals and institutions as are above suspicion; should the list be incomplete, we beg the indulgence of those unintentionally neglected and assure them that it was not because of any bias on the part of editor or publishers.

With the utmost confidence we commend every business house named in these pages to the good-will and patronage of all into whose hands this book may come. Liberal, enterprising, and of sterling business and personal character, it is upon this class of men the future growth of Rochester and her influence upon the welfare of the State and Nation depend.

D. W. POWERS,

Powers' Building, Banking House and Art Gallery.

The above name stands out in marked prominence among those whose efforts have been directed successfully to the development of Rochester's innumerable natural, business and social advantages, and we can do no less in this place than devote a share of our space to a brief summary of his life and services to this community and a short descriptive sketch of the magnificent commercial building and art gallery of which he was the builder and originator.

Mr. Powers was born at Batavia, Genesee county, N. Y., June 14, 1818, and is consequently nearly seventy years of age. When a mere youth he became junior clerk in a Rochester retail hardware store, where his industry and tact soon won recognition and advancement, and where he remained during a period of twelve years, the greater portion of which time he acted as book-keeper and manager. It was while here that Mr. Powers first turned his attention to a study of banking and finance, a field in which he was subsequently to so signally distinguish himself, but it was not until 1850, when thirty-two, that he was enabled to actually engage in the pursuit for which he was so well fitted by inclination and theoretical preparation. In the year last named, provided with small capital but endowed with ample

stocks of energy and industry, Mr. Powers at last found himself at the head of a small private establishment making specialties of the purchase and sale of specie, exchange, uncurrent funds, municipal, county, State and corporation securities, etc., the issue of drafts and letters of credit, remittances, collections, and, in short, a general banking business, which gradually grew in volume and importance, until in the course of years Powers' bank came to be recognized as one of the most powerful and influential private financial institutions in the country—a position which it still retains, doing an immense business and enjoying, as does its founder, the entire confidence of the community at large, not excepting the banking interest. Mr. Powers remains at the helm and directs the course of the institution, while Mr. E. H. Vredenburgh, who for twenty years past has filled the position of cashier, still performs the duties incumbent upon him with all of his old-time energy and efficiency, one of the most popular men that ever inspected a bank-note or cashed a check.

Mr. Powers was always of an enterprising and public-spirited disposition, and as his financing operations bore fruit in gradually accumulating wealth, he determined upon a project which, while involving the profitable investment of much of his surplus capital, should at the same time confer upon the city lasting benefits. The first step in his plan was the purchase, in 1863, of the valuable ground and buildings fronting on Main and State streets and Pindell alley, now occupied by the superb Powers Commercial building—one of the largest, most striking, perfect and costly structures on this continent, of which owner, architect, builder and citizens alike have reason to feel proud. Fronting 501 feet on Main and State streets, it is seven stories in height above the basement, with lofty mansard roof of iron and slate, surmounted by a handsome 60-foot tower 30x24 feet. The materials employed are white sandstone for the principal fronts, brick for the back and partition walls, iron beams, girders, joists and stringers, Italian and Vermont marble for the floors of the bank and fifteen stores on the ground story, all the halls and corridors being similarly paved, while Italian marble is lavishly used everywhere in wainscoting, pilasters, mantels, etc. All of the halls and rooms receive ample light from innumerable windows, the polished English plate glass in which, imported expressly for the purpose, is said to have cost more than \$30,000. In 1887, by way of improvement and embellishment, the heavy black walnut doors put in when the edifice was finished in 1872 were removed and replaced by new ones of mahogany, at great expense, marble at the same time taking the place of wood for door and window casings. Other novelties were introduced in keeping, all with the double object of rendering the building more attractive and more perfectly fire-proof—the latter consideration never lost sight of from first to last, and which has been carried to such a degree of perfection that Mr. Powers has never expended a dollar for insurance on this magnificent pile, while the substantial nature of the structure is all that could be desired—estimated, we are told, at 200 pounds per square foot of floor in each story. In the basement, which in plan and appointments is in keeping with the building as a whole, are situated the powerful engine and boilers supplying power for the great steam pump and several elevators, as well as steam for the entire system of pipes, many miles in extent, by means of which heat is conveyed to every floor and apartment, the pump distributing an abundance of water in like manner. Ventilation is also skillfully provided for, and tenants of the Powers building have every reason to congratulate themselves upon the comforts and facilities with which they are surrounded and their absolute exemption from danger by fire and tumbling walls, besides which the central location is of the greatest convenience to those whose business is with the general public. Of the uses and influence of this grand building the polished and eloquent Alphonso A. Hopkins has already written: "In a dual sense the Powers Commercial and Art Building is monumental. It marks the spot where stood the first Rochester home west of the Genesee, and it stands, therefore, as a monument to this thriving city's beginning. It represents the good taste, large enterprise and broad liberality of its founder, and will remain an enduring monument to one of Rochester's public-spirited citizens. . . . To the myriad people who dwell in sight of its high tower it is like Rochester's heart. It seems the very central throbbing place whence pulsate all the energy and activity of the city. Within its walls are gathered business, trade, music, art, finance, official, professional and social life, and they do not jostle one another; there is room and to spare for all. Surely neighbors more diverse never came into such near proximity;

surely no single edifice ever before brought so much of desirable resource into equally easy reach of so large a vicinage."

And now we come to the pride of the generous founder's heart, the apple of his eye, the crowning glory of his long, useful and beneficent life—the magnificent Powers Art Gallery.

Entrance to the reception room on the fifth floor (which is of itself a splendid gallery, containing numerous celebrated pictures and the wonderful Dufner orchestrion) is had by means of a door opening from the rotunda, and progress thence to the various parts of the gallery is easy and natural. The names "green", "black", "drab", etc., given to the rooms designate the colors most prevalent in their hangings and furnishings, which from floor to ceiling are of the richest and most artistic character. The pictures are over 600 in number, while fifteen or twenty pieces of rare statuary and a vast collection of bric-a-brac, vases, etc., vary and amplify the exhibit of the artists, ancient and modern, whose choice works are gathered here. We have space to name but a few—Guido, Holbein, Michael Angelo, Murillo, Raphael, Tintoretto, Rubens, Titian, Vandyck, Rosa Bonheur, Daubigny, Dore, Dupre, Gerome, Knous, Max, the Meissoniers (J. C. and J. L. E.), Munkacsy, Rousseau and Vibert, painters; Ball, Confer, Gould, Jackson and Papotti, sculptors. There are the best works, also, of many less celebrated creators, and Mr. Powers is not at all governed in his judgment and appreciation by the fame of the author or the price of his productions, as may be inferred from the list of his favorites, which includes the following: "La Belle Desauvree," by R. DeMadraz; "Petites Maraudeuses," by William Adolph Bougereau; "Rehearsal of Richelieu's Tragedy, Miriam," by Adrien Moreau; "A Tough Bit of Road," by Adolf Schreyer; "Devant l'Alcalde," by Jules Worms; "The Temptation of St. Anthony," by Alexander Louis Leloir; "Le Coeur s'Eveille," by Anatole Vely; "The Butcher Boy," by Ludwig Knous; "October—Potato Gathering," by Auguste Hagborg; "The Forest of Fontainebleau," by N. V. Diaz; and (from the A. T. Stewart collection) "Susannah and the Elans," by F. Xavier Winterhalter; "Diana and Her Nymphs," by Karl Ferdinand Sohn, and "Lear Awakening from Insanity," by Theodor Hildebrandt. Of the sculpture two pieces will at once attract attention, for possibly different reasons—one, "Venus at the Bath," by an unknown hand; the other a speaking bust of Mr. Powers by Papotti. A curious and valuable memento of New York's great merchant prince, Stewart, is a grand hall clock constructed to his order at a cost of \$10,000. Its attachments comprise a perpetual calendar, astronomical thermometer, barometer, etc. The case, by Cornu of Paris, is of African onyx; base of Sienna marble; movement by Farcot, of Paris.

BREWSTER, CRITTENDEN & CO.,

Wholesale Grocers—Nos. 49 and 51 North St. Paul St.

This is one of the representative wholesale grocery houses of Rochester, of long standing and lofty reputation for open methods, liberality and unwavering integrity. The firm is composed of Messrs. H. A. Brewster, P. V. Crittenden and H. C. Brewster, and was established in 1860 by Mr. H. A. Brewster, the style changing to H. A. Brewster & Co. in 1873, and to Brewster, Crittenden & Co. in 1883. The Brewsters are the son and grandson, respectively, of Mr. H. Brewster, who founded the house of H. Brewster & Co. in 1853, and are well and favorably known to the trade throughout Western New York and Northern Pennsylvania.

The establishment at Nos. 49 and 51 North St. Paul street is a very large one, occupying six floors, 42x112 feet, and gives employment to thirty or more men. The house carries a very heavy stock at all seasons, embracing complete lines of staple and fancy groceries, canned goods, etc., and handling immense quantities of choice grass seeds—the latter a specialty in which for extent they have no rivals in this market. Their sales are commensurate with their facilities, and aggregate many hundred thousand dollars annually. The firm were for many years at East Main and South St. Paul streets, removing to their present vastly more commodious quarters early in the present year.

Mr. H. A. Brewster is an old and influential citizen, a director of the Commercial National Bank, and a prominent member of the Chamber of Commerce. He entered the grocery business as a clerk in 1848, and the evidence of his sterling character and mercantile abilities is seen in the great wealth and prominence to which he has attained.

H. H. WARNER & CO.



WARNER'S SAFE REMEDIES BUILDING.

The above building, which is located on North St. Paul street, Nos. 60, 62, 64, 66, 68, 70 and 72, has a floor capacity of four and one-quarter acres, the basement being used for storage purposes of bottles and materials, the first floor being the general offices and shipping room; second floor, mailing room, with packing room for the Yeast department; third floor, packing and bottling room for the Safe Remedies; fifth floor, drying floor for the Yeast department; sixth floor, laboratory; seventh floor, laboratory; eighth floor, general storage rooms.

In 1879 H. H. Warner & Co. started in the Safe Remedies business, and now have branch laboratories and warehouses in London, England; Toronto, Canada; Melbourne, Australia; Sidney, New South Wales; Frankfort-on-the-Main, Germany; Prague, Austria; and Rangoon, Burmah. This house is reputed to do the largest proprietary medicine business of any house in the world. Their newspaper advertising amounts to about \$500,000 a year, the world over, and their pamphlet and other miscellaneous advertising amounts to half as much more. The leading preparations of Warner's Safe Remedies are Warner's Safe Cure, Warner's Safe Pills, and Warner's Safe Rheumatic Cure. Besides these, there are Warner's Safe Diabetes Cure, Warner's Safe Asthma Cure, Warner's Tippecanoe the Best, Warner's Tippecanoe XXX, Warner's Safe Nervine (large), Warner's Safe Nervine (small), Warner's Safe Pills. These remedies have attained to a very high standard of excellence, and their reputation is world-wide.

Mr. Warner himself was cured by what is now known as Warner's Safe Cure, some ten years ago, when he was given up by the best physicians, as incurable with kidney disease. It was this incident that led him into the manufacturing of the medicine, he determining that it was his duty to spread the merits of so potent a remedy before the world. In 1887 H. H. Warner & Co., after long experimentation and trial, put upon the market what is known as Warner's Log Cabin Remedies, preparations of simple roots and herbs, based on very old-fashioned formulae. These preparations do not conflict at all with Warner's Safe Remedies, they being designed

for an entirely different order of diseases. They are Warner's Log Cabin Sarsaparilla, Warner's Log Cabin Hops and Buchu Remedy, Warner's Log Cabin Congh and Consumption Remedy, Warner's Log Cabin Scalpine (for the Head and Hair), Warner's Log Cabin Extract (for internal and external use), Warner's Log Cabin Rose Cream (for catarrh), Warner's Log Cabin Liver Pills, Warner's Log Cabin Plasters. These two series of standard remedies, and Warner's Safe Yeast, are all manufactured in the building above represented. It is doubtful if any proprietary medicine or yeast business in the world is carried on according to such an extensive scale.

Mr. Warner is himself a young man, having been born in 1842. He is a very public-spirited, wide-awake, highly respected citizen of Rochester, as is evident from the fact that on the 21st day of December, 1887, he was elected as President of the newly organized Chamber of Commerce, consisting of about three hundred of the leading business firms and their representatives in Rochester. He has also occupied prominent political positions, having been a member of the State Republican Committee, and of the Executive Committee of that committee. He is a man of large frame, fair complexion, blue eyes, and of great energy and resolution in everything that he undertakes.

HENRY C. WISNER,

Importer and Jobber of China, Glass and Earthenware—Dealer in Royal Worcester Porcelaine and Artistic China—Nos. 75, 77 and 79 State St., Corner of Church St.



This magnificent establishment, the finest and most artistic store in the city, gave little promise of its present pre-eminence when it was first established by Mr. James Brackett, in 1840. Since then the changes in the proprietorship of the enterprise have been: Brackett, Wisner & Palmer; then Wisner & Palmer, and afterward, in 1861, Henry C. Wisner. The trade transacted at the elegant store comprises the importation and jobbing of artistic and useful pottery and choice glassware from all countries; fruit jars, kerosene chandeliers and library and drawing room lamps, of the latest and choicest artistic designs; bronzes, lamps and metal novelties, silver-plated ware and fine cutlery, cut glass goods, bric-a-brac of all kinds; while a specialty is made of ware from the celebrated Royal Worcester, Crown Derby, Doulton, Minton and Copeland potteries. In any and all of these various goods a most comprehensive assortment is constantly kept on hand, and patrons of this establishment can be assured that the articles purchased are of the finest quality and that they are sold at the lowest feasible prices. For wedding, birthday, christening, Christmas, or other festival presents nothing could be more useful, ornamental or appropriate than some of the magnificent importations displayed by Mr. Wisner, while to those who only desire to expend a small amount in the purchase of any article enumerated, they too can conserve their purses and obtain beautiful and useful articles from his immense stock.

The building occupied is of six stories, of which an illustration is presented herewith, wherein 17,000 square feet of floor space is occupied for the various purposes of the extensive trade, which is derived principally from Western New York and Pennsylvania.

Mr. Henry C. Wisner, the head of this magnificent enterprise, is a native of New York State, whose active, prominent and beneficial business life has been spent in this city; which has had ample reason to congratulate herself upon the possession of so public-spirited a citizen. He is a member of the Chamber of Commerce.



PEERLESS TOBACCO WORKS.

Wm. S. Kimball & Co., Manufacturers of Smoking and Chewing Tobaccos and Cigarettes.—Nos. 18 to 34 Court Street.

It is unnecessary in this place to more than allude to the fame of the above-named firm, which, it is no exaggeration to say, is as widespread as civilization. Its goods have penetrated to every quarter of the world where discriminating chewers and smokers are found.

The works front 224 feet on Canal street and 200 feet on the river bank, from Court street bridge to the canal viaduct, in addition to an adjoining warehouse, 150x200 feet, utilized for storage purposes. A mere description of the equipment of standard and special machinery in use would take up more space than we are allotted, and we therefore pass it by with the remark that nothing is omitted that can in any way contribute to the volume and quality of the output. In a recent communication to the *Union and Advertiser* on the subject of cigarettes, Mr. Kimball says: "It is with pleasure that I respond to your request for a brief article regarding the growth of the cigarette business in Rochester. But in speaking of this subject I confine my remarks simply to what has been done in our own factory in the past, regarding the output of this most popular method of consuming tobacco."

"In 1876 we began making cigarettes and in that year turned out 15,000,000. We aimed at the start to make a superior article, and it was but a short time until our brands became extremely popular throughout the United States. Year by year the demand increased until the figures last year showed that we made and sold nearly three hundred million, more than a million for each working day. In 1878 we were awarded a medal at the Paris exposition for the finest cigarettes made in the world, and, in fact, wherever they have been placed in competition with other makes they have invariably carried off the award of merit. But the facts warrant us in making the statement and it is something of which Rochester should be proud. Nearly 1,200 workmen are employed, and no doubt five times that number are maintained.

"A lengthy and interesting article could be written regarding the popularity of the cigarette among all classes, but this phase of the subject may be trusted to other hands. Relative to it, however, it might be mentioned that, notwithstanding the abuse of the comparatively harmless cigarette by the press and pulpit, eminent medical authority is about evenly divided regarding the effects of tobacco on the human system. The great American public, as well as the old world, however, joins with the poets, the philosophers and thinkers in the praise and use of the weed, and the demand for our product is still 'moving on,' as the New York *World* says.

"It is hard to compute the possible output of our factories for this year. We are now putting up cigarettes which foreign consumers and home people pronounce the acme of perfection of a delightful smoke, and the probabilities are that our products this year will greatly exceed those of last."

The goods indicated include the popular "Satin," "Athletic," "Four-in-Hand," "Cupid," "Superlative" and "Fragrant Vanity Fair" cigarettes. Besides these are the firm's popular brands of smoking—"Vanity Fair," "Old Gold," "Black-and-Tan" and "Nigger-Head," and "Peerless" fine-cut chewing, awarded first prizes at the Paris, Vienna, Melbourne, New Orleans and Atlanta expositions.

The enterprise and industry of this firm, which in building up its now vast business has also done so much for Rochester, cannot be too highly commended. The building they occupy, and to the area of which we have already referred, is a feature of the city to which residents point with pride. It is four stories in height, built in the form of a three-sided parallelogram, with a broad open court in the center, from one corner of which rises a great square tower, illustrated on the cover of this work, 160 feet tall, 22 feet square at the base, 10 feet square at its smallest diameter, above which is a projecting cornice provided with smoke escapes and balcony, the latter commanding a superb view of the city and surroundings. The roof is of iron, covered with sheet copper, and is surmounted by a colossal bronze statue of Mercury, the largest ever constructed.

Mr. Kimball, a native of New Hampshire, has lived here since 1858, and is prominent personally and commercially, occupying the position of first vice-president of the Chamber of Commerce. He is also famous as the possessor of the finest collection of orchids in the world, and proprietor of noted private greenhouses. Mr. Hart is a native of Rochester and is well known in business and social circles. (See Illustration of Peerless Tobacco Works, page 280.)

THE BRADSTREET MERCANTILE AGENCY.

The Bradstreet Company. Proprietors—Executive Offices, Nos. 279, 281 and 283, Broadway, New York—Offices in the Principal Cities of the United States, Canada, the European Continent, Australia, and in London—Rochester Office: Monroe County Savings Bank Building, State St.

It is almost superfluous to explain the purpose and utility of the Mercantile Agency, but as many do not understand its object, we may be permitted to say that the intention is to give reliable information regarding the financial standing of merchants, manufacturers, bankers, etc.

This agency was established in 1849, in response to a demand for advices of the condition and standing of parties seeking credit away from their homes. At that time transactions were made ou long time, and purchases were made to supply stocks semi-annually, because of meager transportation facilities. Originally, only the more important dealers were contemplated, as the work then, as compared with the present, was cumbersome. Gradually, smaller dealers were included, until the existing methods and publications cover every class of business that operates in any degree on credit. Responding to the requirements of the country's great commercial, financial and manufacturing growth, the company has established offices in the more important cities of the United States and Canada, Great Britain, the European Continent and Australia, and has an established correspondence with all civilized countries, thus practically bringing its facilities to the door of everyone who may require information regarding the resources and trustworthiness of either home or foreign purchasers of this country's manufactures and products, as well as to promulgate to people of other countries the financial standing of American merchants and others seeking credit abroad.

This company is prominent among the developing powers of commerce, in that it stands in the attitude of an *impartial* and *reliable* reflector of existing facts and features, as its information reaches the thinking and financially strong classes at large. Its reports are considered in the light of a guide, by both investors and those contemplating the granting of credit. In addition to a large corps of skilled employees, more than one hundred thousand correspondents contribute the result of their investigations and opinions.

The system of the Bradstreet Company is interesting, and appeals to the attention of all those who bestow credit. The company observes close relations to its patrons and maintains the same upon a basis of practical and strict business methods. Constant effort is being made to improve the standard of its work, and the expenditure of money is not stinted to attain this end. *Cheap service is a delusion, as the experience of those who seek it attests.* The Bradstreet Company, while making its terms for service as reasonable as the quality of its work will permit, steadily declines to lower the standard, to meet the *erroneously called cheap* prices of competitors.

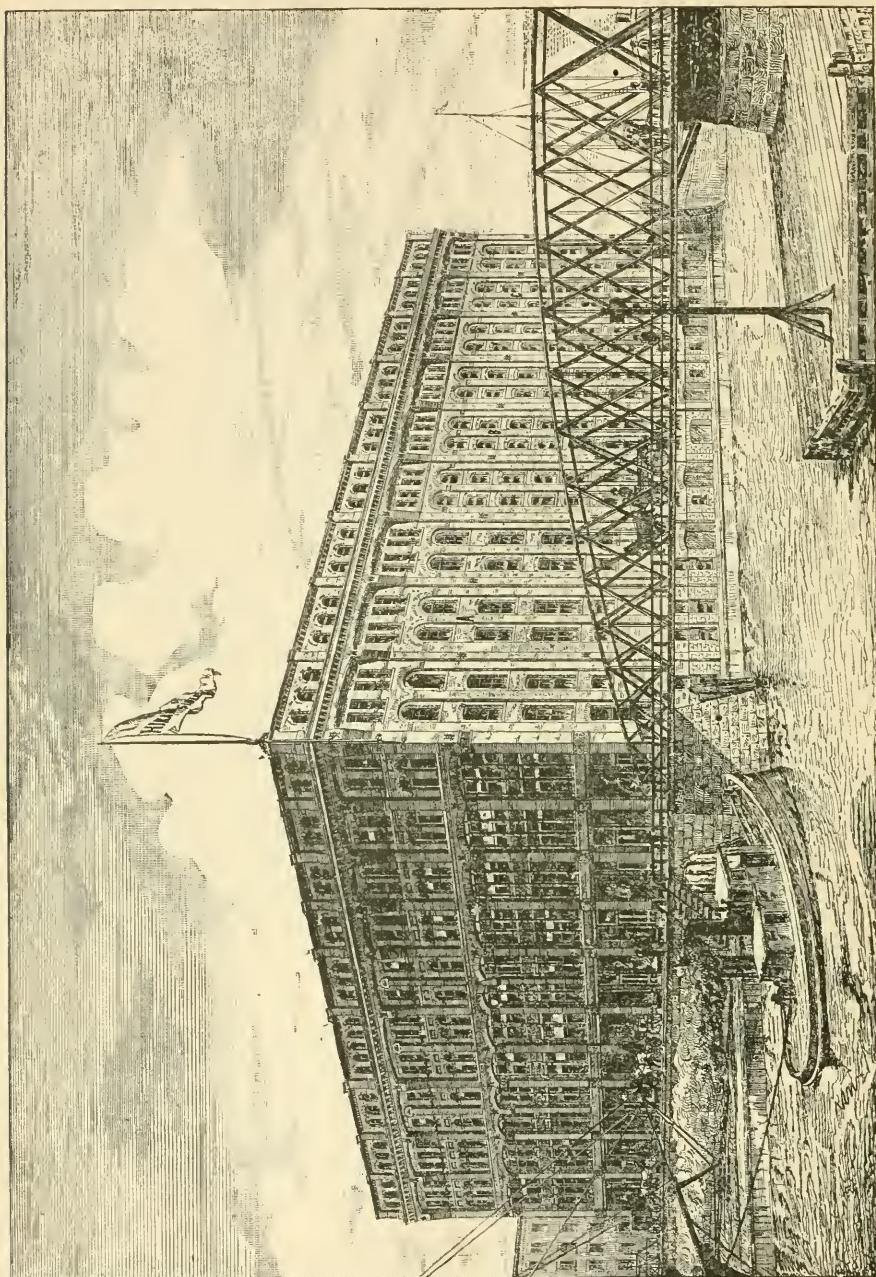
The Bradstreet Company is the oldest and financially the strongest organization of its kind working in one interest and under one management, with wider ramifications, with more capital invested in the business—and spends more money every year for the *collection and dissemination of its information* than any similar institution in the world.

The company also publish weekly "*Bradstreet's*", a journal of trade, finance and public economy.

This journal unquestionably has a more extended circulation than any similar paper published. It is an acknowledged authority, not only in the United States and Canada, but in England, on the Continent of Europe, in Australia, and, in fact, everywhere in the civilized world. Its special trade and industrial reports and its synopsis of recent legal decisions constitute an exceedingly valuable feature. As commercial transactions, in the wider sense, are coming to be more and more conducted on the *statistical* basis, the information contained in "*Bradstreet's*" is of the first importance both to producers and middlemen. Each edition contains the trade and agricultural situation throughout the United States and Canada, reported by telegraph up to the hour of publication.

The Rochester office has been established many years. It receives, for the use of its subscribers, all the information required to properly serve them, thus giving them the full benefit of the vast amount expended each year in gathering, formulating and promulgating information.

Patrons and others will always be welcome at the offices of the company, which are in the Monroe County Savings Bank building, State street.



THE HIRAM SIBLEY FIRE-PROOF WAREHOUSES CHICAGO.

(FOR MR. SURVEY'S PORTRAIT SEE FRONTISPICE.)

BANK OF MONROE.

Hiram Sibley, President; Hiram W. Sibley, Vice-President; William R. Seward, Cashier—Capital Stock, \$100,000—No. 21 Exchange St.

It has always been a desideratum among institutions whose province is to care for money or trusts confided to their custody by firms or individuals, to have some one at the head of the corporation whose name is a synonym for personal integrity, business capacity and large private resources. The Bank of Monroe has a gentleman at the head of its list of officials and stockholders whose name is a guarantee of just such characteristics from Maine to California and from Alaska to Florida, and who is also thoroughly well known in foreign countries. We refer to Mr. Hiram Sibley, the head of the great seed-house of that name. His son, Mr. Hiram W. Sibley, occupies the position of vice-president, and Mr. William R. Seward is cashier, a position for which he is well fitted by years of experience and natural capability. That the affairs of this bank are conducted in an eminently satisfactory manner may be inferred from the fact that the surplus is \$330,000.

The Bank of Monroe was instituted in 1867, and Mr. Sibley has been its president since 1880. The business transacted is general banking in all its branches, and the issuance of circular notes, letters of credit, foreign and domestic exchange, making collections and discounts, etc. The building occupied at No. 21 Exchange street is the oldest banking building in the city, having been first occupied by the old Bank of Rochester about 1830, and has been continuously used for a banking-house since that time, except for about five years, when it was occupied by the Western Union Telegraph Company.

In connection with this brief notice of the Bank of Monroe, it is but justice to mention the career of the prominent citizen of Rochester who is its president.

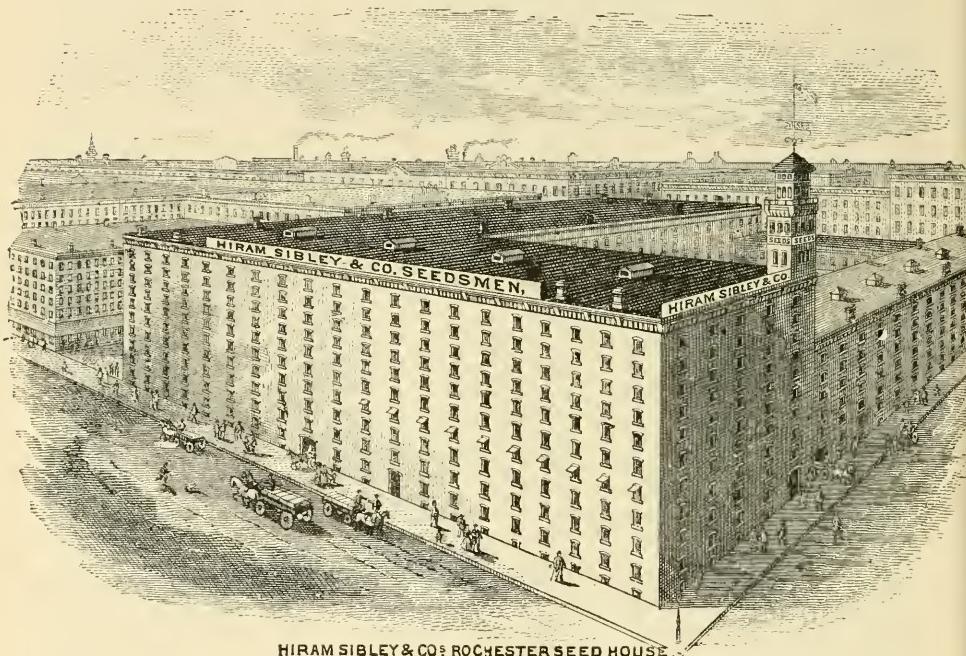
Mr. Hiram Sibley was born at North Adams, Mass., on February 6, 1807, where he remained until he was sixteen, when he removed to Lima, N. Y., remaining there for three years. He then removed to Mendon and established a manufacturing village which now bears the name of Sibleyville. After establishing and successfully operating a foundry and machine-shop for ten years, he received a testimonial of the appreciation of the esteem of his fellow citizens by being elected Sheriff of Monroe county in 1843, after which he came here and entered into business and has resided here ever since. During his early residence here also he conceived the idea of a comprehensive telegraph system, which, by Mr. Sibley and others, afterward assumed form as the Western Union Telegraph Company. He met with great opposition from those whom he endeavored to interest in the project of connecting the Atlantic and Pacific coast by telegraph, such men as Cyrus W. Field, William M. Evarts and Peter Cooper stating to Mr. Sibley that the idea was impracticable of successful prosecution. The following account in relation to Mr. Sibley's action is quoted from a historical work published some years since: "He replied, with his characteristic promptness, that he should take the evening train for Washington and endeavor to get an appropriation for the construction of the line, and that it should be built if he had to build it alone. He went to Washington, advanced the money, and obtained the necessary appropriation. The line was constructed, and the result shows that it was a grand conception. Mr. Sibley was president of the Western Union for sixteen years, and was succeeded by William Orton. During his administration of sixteen years the stock rose from \$220,000 to \$48,000,000, the stock being above par." The period during which he was president of this famous line was the time when it had its greatest success, and under his able supervision and management it attained a boom which has continued to this day, the result of his foresight and comprehensive ideas of its possibilities. To again quote: "He also conceived the plan of connecting the two continents by way of Alaska and Siberia, and visited Russia, where he made the necessary negotiations with the Czar. He was magnificently entertained at the royal (Imperial) court, and received many distinguished honors at the hands of Alexander. The company constructed the line along the coast to Alaska, and had built fifteen hundred miles in Siberia, when it was announced that Cyrus W. Field had successfully accomplished the laying of the Atlantic Cable. This line was then abandoned." Had the laying of the cable proved to be impracticable of achievement, this plan of Mr. Sibley's would have been the most magnificent and successful pro-

ject for connecting the Eastern and Western hemispheres that could have been designed, as it would also have connected China with this continent through Russia. That negotiation contemplated the purchase of Alaska—or rather so much of it as was occupied by the Russia Fur Company—by the United States.

Since Mr. Sibley's resignation of the presidency of the Western Union Telegraph Company he has occupied himself principally in more individual enterprises, and is the largest farmer in the world. He owns the Sullivant farm in Illinois, the largest farm in that State, comprising forty thousand acres, and which is the Summit farm in the State, four rivers taking their rise thereon and running to different directions in the State, besides owning three hundred and forty-three other farms in five different States, principally in Illinois, and also owns the largest farm in New York State, the Howland Island farm. As has been stated he is also the president of the Bank of Monroe of this city; he founded and endowed the Sibley College of Mechanic Arts, of Cornell University, at a cost of \$100,000, and also erected and provided for the maintenance of Sibley Hall, of the University of Rochester, illustrated in the engraving of that University.

Mrs. Sibley is also an effective co-operator in the philanthropic actions of Mr. Hiram Sibley, having expended a very large amount of money in private and public charities and endowments.

Two especially noticeable monuments of Mr. Sibley's business enterprise are worthy



of enumeration—the large building on East Main street in this city, where his gigantic seed business is transacted, and his vast seed warehouse on North Clark street, in Chicago, illustrated herewith, which is one of the largest and finest fire-proof warehouses in the world.

Mr. Sibley, although advanced in years, is still hale and possessed of his customary energy and keen business capacity, the enormous enterprises in which he is engaged still receiving the same prescience and comprehensive intellectual vigor and scope of judgment that has always characterized him.

In connection with this notice of one of the most prominent men of the country, it is hardly necessary to allude to the existence of the large seed business, inaugurated and still maintained by him, for this, like Mr. Sibley, is world-wide in its reputation and cognizance by the merchants and farmers of the globe.

BURKE, FITZ SIMONS, HONE & CO.,

Wholesale and Retail Dry Goods, Carpets, Upholstery, Gentlemen's Furnishing Goods, Millinery and Notions—Main St., Corner of St. Paul.



The growth of Western New York and of the country at large in commerce, manufactures and general progress has been something phenomenal during the past forty years, and the influential old house named above has been one of the factors in its development. The senior members of the firm, Messrs. Charles J. Burke, Charles Fitz Simons and Alexander B. Hone, came hither in 1849, soon afterward organizing the house which they still conduct, and which has steadily advanced from the rank of a first-class country store, with some pretensions to a moderate wholesale trade, to that of a great leading mercantile establishment, whose trade connections permeate several States, while its founders long since took position as representative Rochester business men of rare ability and character, whose advice and co-operation was, and is, eagerly sought in every movement having for its object the advancement of the city and the moral and material welfare of its citizens. All were born in the State, with the exception of Mr. Fitz Simons, a native of Ireland, who came to the United States at the age of twenty, after several years of careful preparation for the career in which he has since distinguished himself.

The firm, composed of Messrs. Charles J. Burke, Charles Fitz Simons, Alexander B. Hone and Thomas J. Devine, occupy the great five-story fire-proof brick building at the corner of Main and St. Paul streets, 75x175 feet, and on St. Paul street 80x120 feet, affording in all 120,000 square feet of available floor space. Their stock, embracing superb lines of all stylish and salable American and foreign dress goods, silks, woolens, millinery, notions, gentlemen's furnishing goods, carpets, upholstery goods, etc., is vast and comprehensive, and their facilities are such that they are enabled to offer the trade as good inducements as can be found even in New York, while competition in this market is hardly possible. Their annual sales, running into the millions, are positive evidence of the advantages afforded buyers, who flock here in crowds from all portions of Northern and Western New York, Central, Western and Northwestern Pennsylvania, Eastern, Northern and Central Ohio, and even from points more remote, purchasing heavily, enjoying the manifold attractions of the far-

famed Flower City, and carrying home with them pleasant recollections of her beauty, her hospitality and the sterling qualities of her business community.

Mr. Charles J. Burke, the senior member of Burke, Fitz Simons, Hone & Co., is vice-president of the Merchant's Bank of Rochester, and the owner of much valuable real estate, city and suburban. Burke park, his home, seventy acres in extent, is one of the most delightful places of residence conceivable, commanding a magnificent view of the city and environs to the south, and of Lake Ontario, the lower Genesee valley, and an unrivaled landscape of hill and vale, forest and farm, to the north, east and west. Mr. Fitz Simons' beautiful home is at Livingston park, a delightful place. Mr. Hone's palatial residence is one of the most tasteful on Clinton street, an oasis of fountains and verdure, almost in the very heart of the city. Of the two last named, both of whom are extensive property-holders, Mr. Fitz Simons is a trustee of the Monroe County Savings Bank, and Mr. Hone interested as stockholder and otherwise in several banking institutions. The firm are represented in the newly-organized Chamber of Commerce of this city.

MONROE COUNTY SAVINGS BANK.

William N. Sage, President; James E. Booth, First Vice-President; Rufus K. Dryer, Second Vice-President; David Hoyt, Secretary and Treasurer; Oscar Craig, Attorney—Nos. 33 and 35 State St.

There is no question of the usefulness of the savings bank, an institution that has done more to encourage habits of economy and thrift and to place its regular patrons on a footing of financial and personal independence than all others combined. Properly conducted as are all New York savings banks, we believe, they are an undisguised blessing to the community where located.

One of the oldest and soundest of these fiduciary trusts in this end of the State is the Monroe County Savings Bank, chartered by the Legislature in 1850. Its career from the first has been a history of business sagacity, integrity, plain dealing and conservatism, not unmixed with open-handed liberality toward deserving public and private enterprise. Of all the tens of millions of dollars committed to its custody by depositors, not one was ever lost to the owner; on the contrary vast sums have been returned to them in interest, and the older customers may be pardoned if they believe no safer or ultimately more profitable investment is possible than the deposit of a few odd thousands with the "Old Monroe."

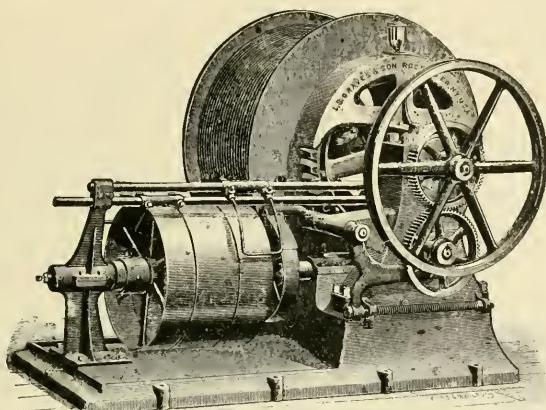
The condition of this solid old rock of finance on the 1st of January last is shown by the following condensed statement: Assets—Bonds and mortgages, \$4,232,497; United States bonds (market value), \$1,783,300; bonds of cities (market value), \$967,653.75; bonds of counties, \$150,000; call loans, \$21,450; real estate, \$122,623.63; cash deposited in banks, \$395,288.83; cash on hand, \$136,942.26; interest accrued, \$91,121.52; total, \$7,900,876.99. Liabilities—Amount due depositors, \$6,642,879.54; interest accrued on deposits, \$20,707.96; surplus, \$1,287,289.49; total, \$7,900,876.99.

The rules adopted for the management and security of the bank and its depositors are models of clearness, simplicity and wisdom, as follows: Deposits made on or before the first three business days of any month shall be entitled to monthly interest at the rate of four per cent. per annum, provided they remain to the end of a quarterly period. The quarterly period begins with the first days of March, June, September and December. Deposits may be withdrawn on the last three days of any quarter without loss of interest; but if withdrawn previously to the last three days, no interest will be allowed on the amount so withdrawn for that quarter. Individual accounts are limited by law to \$3,000 upon which interest may be allowed to accumulate; but no interest will be allowed on such accumulation. When a deposit is made pursuant to an order of a court of record, or of a surrogate, the sum named in such order may be received. The interest on the same may be allowed to accumulate, and interest will be allowed on such accumulation. Deposits made by a corporation, and deposits of moneys arising from judicial sales, or trust funds, but not made pursuant to an order of a court, are limited to \$5,000, upon which the interest may be allowed to accumulate, as in the case of individual accounts. All interest dividends shall be added to the principal on the first days of June and December, and may be drawn on or after the twentieth days of those months.

The officers, named above, are all prominent and responsible citizens, as are the twenty-one trustees.

L. S. GRAVES & SON,

Manufacturers of Passenger and Freight Elevators, Shafting, Pulleys, Hangers, etc.—No. 30 Center St.; New York Office, No. 46 Cortlandt Street; Boston Office, No. 113 Devonshire St.



NO. 10 STEEL SCREW FLOOR MACHINE. (LEFT HAND).

In the present age of buildings whose altitude emulates the tower of Babel, and whose architects seem desirous of following the example of the inaugurators of that famous edifice and attaining to the skies, elevators have become as prime a necessity as the staircase used to be. And in the construction of passenger elevators there are two absolute requirements—safety and speed—for the time when a passenger would contentedly take a nap in an elevator has long since lapsed.

A firm that has attained wide and well-deserved celebrity in the manufacture of these elevators is that of Messrs. L. S. Graves & Son, composed of L. S. and Fred. B. Graves, which was instituted in 1863. The commencement of this now prosperous firm was but modest, and during the first year of their elevator manufacturing they completed only two of those machines. But they also, at that time, made shoe machinery, a business they have some time since discontinued. The progress of this firm in elevator manufacture can be estimated by the development during the past few years: In 1883, they made 107; in 1884, 120; in 1885, 144; in 1886, 212; and during 1887 over three hundred.

Among other notable buildings where L. S. Graves & Son's elevators are used are many prominent edifices in this and in New York city, and these elevators have proven absolutely perfect in easy regulating, readiness of controlling, speed and safety. Consequently it is only justice, and a statement devoid of the least exaggeration, to say that they are as good as, if not better than, any on the market.

In addition to the manufacture of passenger elevators, L. S. Graves & Son make freight elevators of all required dimensions and power, and these, too, are rapidly being put into the large business blocks and warehouses.

At the factory, No. 30 Center street, the firm have a fine and convenient building of three floors, each 108x106 feet, where they have a superior plant of improved machinery for the making of their hydraulic and steam elevators, and shafting, pulleys and hangers, and there they employ over one hundred skilled workmen. This large building is one solid workshop, whence issue their celebrated manufactures; the elevators being sent all over the United States, while the shafting, pulleys and hangers are only made for the local and adjacent trade, which, however, is quite large.

During the present year this firm have been compelled to enlarge their plant, and yet have been obliged to work to their utmost capacity to keep anywhere near the

volume of orders; hence it is unnecessary to amplify the fact that business is excellent with this house, and continually and prosperously augmenting.

Both members of this firm are Rochester men, L. S. Graves having come hither from Worcester, Mass., in 1859, and established himself in business here, and have been important integers in the sum of the city's prosperity; a sum that, in their capacity as business men, they have worked out by the Golden Rule: "Do as you would be done by."

COMMERCIAL NATIONAL BANK.

H. F. Atkinson, President: M. F. Reynolds, Vice-President: H. F. Huntington, Cashier—Capital Stock, \$200,000—No. 47 East Main St.

This flourishing financial institution was established under the National Banking act of the United States on June 1, 1878, and during the decade of its existence has enjoyed a career of unvarying prosperity, as is shown by the fact that it has always paid its stockholders a dividend of eight per cent. per annum since its organization. Its conservative yet judiciously liberal dealing has demonstrated the wisdom and financial acumen of its management, and its steady and healthful growth manifests the esteem wherein the Commercial National Bank is held by the business public and private citizen.

The bank building is a handsome and elegantly fitted-up structure of brick, with a Medina stone front, and all the necessary accessories of vaults, etc., to secure the safe retention of its funds. Its officers and stockholders are well-known and prominent business men, whose names are a synonym for integrity and financial responsibility. President Atkinson is a leading and prominent citizen who controls large private interests; Vice-President Reynolds is also president of the Rochester Savings Bank, and was the first white child born in this city, and Cashier Huntington is a gentleman of long experience in the banking business, a native of this State, and has resided in this city since early infancy.

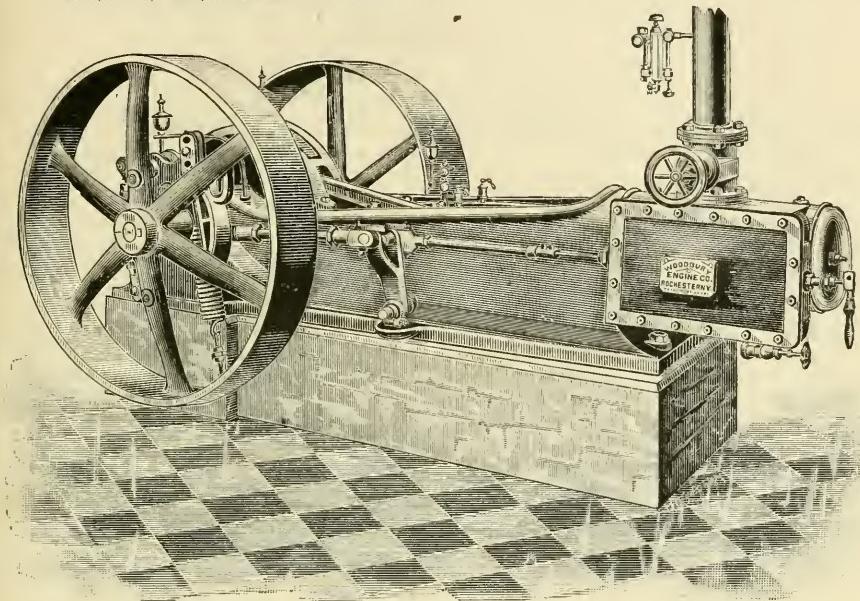
E. R. ANDREWS,

Law Blank Publisher, Printer and Book Binder—No. 1 Aqueduct Street.

Rochester is rich in printing houses, but contains none that can excel in the quality of its work and the magnitude of its trade the subject of this sketch, the well and widely known house of E. R. Andrews, publisher and printer. Mr. Andrews stands at the head of the printing interest in the city, having commenced business in 1854, and it has grown to its present large dimensions under his fostering care and assiduity. The name is familiar and the goods with which it is identified are held in high estimation all over the State of New York, from every portion of which the firm draw a ready trade. Their attention is chiefly devoted to the manufacture of blank books of the first quality, of which a large and varied stock is always held. The house has acquired, by purchase, the right of manufacture of Bronson's Removable Cover Blank Book. This is an ingenious contrivance, of special value to book-keepers, by which the book opens out flat upon any page, entirely dispensing with the old time cumbersome methods of clamps and weights. These books cost but little more than the orthodox style at first, and 15 per cent is saved upon subsequent orders so long as the covers last. The Bronson removable cover is fast gaining in favor with the business community and promises to come into general use at no very distant date. Large orders are executed for job printing (particularly for the city) and book-binding, in which the long standing of the house guarantees its proficiency. Every variety of typography is promptly executed in the very best style, the extensive business of the house and the exceptional facilities afforded by their very fine and complete plant enabling them to give their customers advantages in the way of moderate rates and superior workmanship, from allowing which less important concerns are debarred. Upward of one hundred men are employed in the large five-storyed stone structure at No. 1 Aqueduct street, which is supplemented by a floor in the Bee Hive building. The premises are the best appointed of any in their line in the city, and contain all the most modern styles of printing and binding machinery. The prominence of Mr. Andrews as a citizen is only equalled by his reputation as a sound and successful man of business.

THE WOODBURY ENGINE CO.

Henry H. Pryor, President and Manager; Jas. E. Booth, Vice-President; W. A. Montgomery, Secretary and Treasurer; W. J. Creelman, Mechanical Engineer—Manufacturers of Stationary Steam Engines and Boilers—Nos. 254, 256, 258 and 260 Mill St.



In the present age of machinery there is a vast demand for engines and boilers, wherewith the various utilizations of machine-power may receive motion. Of houses devoted to the production of the articles specified there are large numbers, but the largest house in Western New York, doing this exclusive business, is that of the Woodbury Engine Company, whose large factory is situated at Nos. 254, 256, 258 and 260 Mill street.

This enterprise is peculiarly a Rochester concern, and one whose growth and progress has not alone conferred material benefit upon the city but has also tended to enhance her reputation as an eligible and successful manufacturing center in the innumerable places where the stationary engines and boilers made by this firm have been sent. The house was established in 1850 by Mr. D. A. Woodbury, who subsequently admitted Messrs. Booth and Pryor to partnership, the firm name becoming Woodbury, Booth and Pryor. This firm was succeeded by the Woodbury Engine Company at the time of its incorporation on January 6, 1885, with the following officers: Henry H. Pryor, president and manager; James E. Booth, vice-president; W. A. Montgomery, secretary and treasurer, and W. J. Creelman, mechanical engineer. The capital stock is \$115,000, paid up.

The general manufactures of the Woodbury Engine Company are stationary steam engines and boilers; which comprehend the slide-valve, medium-speed, automatic engines, and high-speed automatic engines of from eight to two hundred and fifty horse-power; also horizontal stationary tubular steam boilers. The engines of this company have also enjoyed an excellent reputation, and are in use all over the country. As an evidence of the high standard reputation that the engines of this company have, it may be cited that the first engine for the first flouring-mill in Japan was built by them. Being among the oldest manufacturers in New York, they have

become known everywhere and have an achieved reputation that they are determined to maintain and augment, if possible.

Their works cover over an acre of ground and are very compact and well arranged. They consist of a main building, built of stone, three stories high; a stone boiler-shop two stories high; foundry, blacksmith shop, etc., etc., wherein are employed one hundred and thirty workmen. These works also contain a varied assortment of special machinery for finishing, drilling, etc., in addition to the other comprehensive lines of iron-working machinery.

L. ADLER BROS. & CO.,

Manufacturers and Jobbers of Youths', Boys' and Children's Clothing—Nos. 92 and 94 North St. Paul St.: New York Office and Salesroom, No. 2 Bond St.: Boston Office, United States Hotel.

A prominent leader in the clothing trade of Rochester, and of the country, is the famous house of L. Adler Bros. & Co., who established themselves here in 1868, the present style being adopted in 1883. The firm is composed of Messrs. L. A. and S. Adler, experienced clothing men, natives of Germany, and well and favorably known to the trade.

The house owns and occupies the great six-story and basement building, Nos. 92 and 94 North St. Paul street, 38 feet front by 160 feet deep, and is doing a very large and prosperous business, requiring the maintenance of extensive offices and sales-rooms at No. 2 Bond street, New York city, their trade covering, territorially, all of the Eastern, Middle and Western States, and their sales aggregating \$1,000,000 annually. They import vast quantities of fabrics and manufacture all classes of clothing for youths, boys and children, but make a specialty of the finer grades.

The factory building here is an immense affair, as may be supposed, and is conveniently arranged for the prosecution of manufacturing on a large scale. The basement, reserved for shipping purposes and boiler and engine, is a feature of the establishment. On the ground floor are the office and the cutting-room, the latter fitted up with a valuable plant of ingenious machinery. The second floor is set apart for the storage of great quantities of piece goods; the third floor for sample and salesrooms, and the fourth, fifth and sixth for storage of stock. Including clerks, salesmen, cutters, porters and operatives, one thousand people are employed.

This firm is enrolled with the Chamber of Commerce and is active in the management of said body.

WILE, STERN & CO.,

Manufacturers and Jobbers of Clothing—No. 116 Mill St.

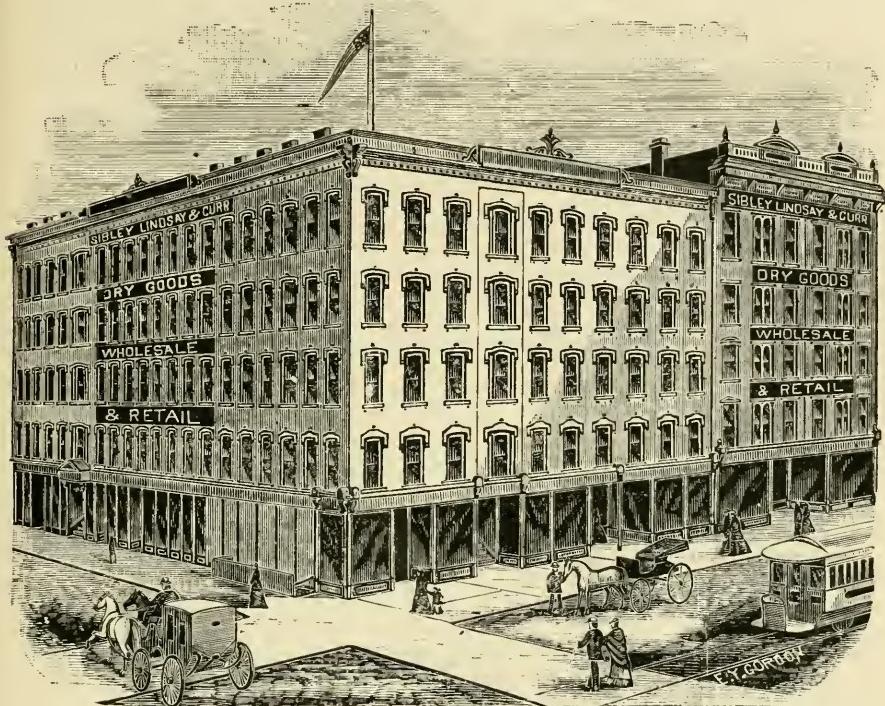
The establishment of this conspicuous and influential house dates back to 1844, when Messrs. Greentree & Wile began the manufacture of clothing on a small scale here in Rochester. Since then the concern has undergone various mutations and changes of location and style, the present firm, composed of J. M. Wile, S. Stern and I. Wile, being organized in 1877. All of these gentlemen are natives of Rochester, bred to the trade from boyhood. Mr. Joseph Wile, of the original firm, still resides here, and is to this day interested in the house, which is conducted by his sons and son-in-law.

The warehouse and factory of Wile, Stern & Co., located at No. 116 Mill street, is a very handsome six-story building, 25x125 feet. The first floor is devoted to office, counting-room and cutting department, the latter fitted up with the latest improvements in appropriate machinery, driven by steam power. An immense stock of piece goods, in all desirable fabrics, is also stored on this floor. The upper stories are utilized for sample and salesrooms and the storage of manufactured stock, and a fine elevator makes access easy to any department.

The firm purchase from home and foreign markets great quantities of choice woolens, trimmings, etc., for their own use, and manufacture complete lines of clothing for men's, youths', boys' and children's wear, in all grades and sizes, stylish, serviceable, tasty and salable. They employ, including clerks, salesmen, operatives, porters and assistants generally, about 350 people, and do a business of the first-class with the trade at large throughout the Eastern, Middle and Western States.

SIBLEY, LINDSAY & CURR,

**Wholesale and Retail Dry Goods—Nos. 134, 136 and 138 East Main St., and
6, 8 and 10 North St. Paul St.**



The commercial center and base of supplies of a vast and wealthy region, embracing a large portion of New York, Pennsylvania and Ohio, Rochester is necessarily a leading market for textile fabrics and all the paraphernalia that go to clothe and adorn the "human form divine" and otherwise contribute to its comfort. It is not surprising, therefore, that we find here several establishments devoted to this class of trade which for extent and standing are scarcely excelled even in the larger Eastern and Western cities. Probably the most conspicuous of these is the great wholesale and retail dry goods house of Sibley, Lindsay & Curr, Nos. 134, 136 and 138 East Main, and 6, 8 and 10 North St. Paul streets.

This truly magnificent dry goods house occupies a great five-story L-shaped brick building, of considerable architectural pretensions, fronting 54 feet on Main street with a depth of 160 feet, and 44 feet on St. Paul street with a depth of 75 feet. The Main street ground floor is the retail department, and is thronged from morn to eve, three hundred days in the year, with the beauty and fashion of Rochester and vicinity, and fastidious indeed must be the fair one whose taste or fancy fails of gratification in this department. All of the upper floors are devoted to the wholesale trade, while the basement, 44x154 feet, extending under the entire structure, is used for the storage of heavy goods and for packing and shipping purposes.

On the ground floor, 44x75 feet, are the offices and sample-rooms of the wholesale department, always more or less crowded with buyers. Each of the floors above, 44x154 feet, is devoted to some particular class of goods, thus: On the second floor we find apparently inexhaustible lines of upholstery goods, cloaks, shawls and millinery; on the third, a correspondingly lavish display of silks, velvets, dress goods, and more upholstery, shawls and cloaks; on the fourth, vast quantities of hosiery, underwear,

gentlemen's furnishing goods, gloves, corsets, umbrellas, parasols, etc.; and on the fifth endless lines of Yankee notions, dress trimmings, fancy goods, embroideries, laces and other odds and ends, more easily seen than described.

It seems wonderful that a business requiring such vast quarters for its accommodation should have been built up within a period of twenty years, yet it is so. Messrs. R. A. Sibley, A. M. Lindsay and John Curr laid the foundations of the house in the spring of 1868, when they established themselves here on a comparatively insignificant scale, controlling 4,000 square feet of floor space, employing fifteen people, and each of the partners working early and late. But they succeeded, and within a few years had doubled the capacity of their retail salesroom by annexing the store adjoining them on the east and deepening the basements of both. About 1875 they again enlarged their premises, and the same year admitted to partnership Messrs. Robert Liddle and Thomas S. Johnson. From that time to the present the progress of the house has never halted, and at this writing they occupy some 53,000 square feet of floor space, maintain purchasing agencies in New York, Manchester, Paris and Chemnitz (for they are heavy importers); have a flourishing trade extending all over Western New York, Pennsylvania, Ohio, Indiana, Illinois and Michigan, and handle millions of dollars worth of goods annually. The firm were the first to introduce the cash traveler system, comprising balls running on a tramway, and recently have been the first to introduce the new system of cash travelers, consisting of small cars running on a railway and operated by the "grip" and cable system, which has not alone proved a pronounced success, but a source of admiration to the many frequenters of the store, from the novelty and efficiency of the new method, and also as a testimonial to the enterprise of the house of Sibley, Lindsay & Curr.

F. L. HEUGHES & CO.,

Manufacturers of Building Fronts, Columns, Lintels, Girders, Sills, Cornices, Fences, Crestings, Balconies, Window Caps, Hitching Posts, Cauldron Kettles, and all Kinds of Iron Castings—Fireproof Construction and Jobbing a Specialty—No.: 190 South St. Paul St.

The use of iron in architecture seems a necessity of the times which there is no way of evading, and which becomes more urgent with each passing year, for reasons which will readily suggest themselves to those who give the subject any thought—among them the growing scarcity of the better grades of timber, and the greater convenience, strength, durability and adaptability of iron.

Among the first to perceive the advantages of this material for the purposes named was Mr. W. H. Cheney, who established in 1848, at Nos. 190 to 200 South St. Paul street, the pioneer Western New York architectural iron works, which he successfully managed for thirty-two years, and was succeeded in 1880 by Messrs. Little & Rowe. In 1883 Mr. F. L. Heughes became associated with the firm under the name of Little, Heughes & Rowe, and in 1885 Mr. Rowe retired, when the style became Little & Heughes, and in 1888 the present style, which now comprises F. L. Heughes and J. Peiffer. The works, now the most extensive of the kind in this end of the State, with a single exception, are 86 feet front, 175 feet deep, and three stories in height, provided with a 20-horse-power engine and a complete equipment of first-class machinery, and employ fifty men, manufacturing most of the iron building fronts, columns, lintels, girders, sills and similar architectural materials used in Rochester and surrounding towns to a considerable distance. The work done here is invariably of superior quality and in high repute with architects, builders and property owners.

Mr. Heughes, the senior member, is a native of Rochester, a practical and enterprising business man, popular and respected. The junior partner, Mr. Peiffer, is a practical, experienced man, and for sixteen years past was employed by the various firms as foreman. Their work may be seen all over the city, notably in the Powers Hotel, the Wilder building, German Insurance building, North Water Street iron viaduct, Hygenic Institute at Danyville, and very many others. As the firm is one of the largest contractors for iron work in Western New York, they have a warehouse where they carry an immense stock of rolled beams, columns, riveted plate girders and similar materials for the convenience of the trade and all concerned. In this connection it may be remarked that the firm make fire-proof construction a specialty, wherein they have achieved remarkable success.

W. H. GLENNY & CO.

George B. Watkins, Manager—Importers and Jobbers of Crockery, China and Glass, Art Pottery, Kerosene Chandeliers, Lamps and Trimmings, Clocks, Plated and Sterling Silverware, etc.—Nos. 190, 192, 194 East Main Street.

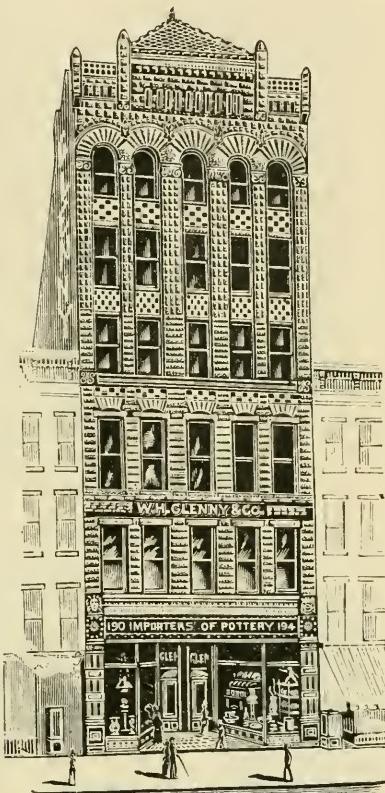


Much of the good fortune of this world is certainly reasonably attributable to accident, and the establishment of this magnificent house, which ranks among the trade palaces of the Flower City, had its origin in a double accident—the failure of a customer of Messrs. Glenny & Co. and the business capacity of the gentleman sent here to dispose of the stock thus thrown upon their hands. This failure occurred in 1876, and Mr. George B. Watkins came here to dispose of the small stock of goods of the bankrupt debtor. This he did so successfully that new goods were added from time to time, and thus the embryo of the present great house was formed. The Rochester house was opened on October 10, 1878, and at present occupies the building Nos. 190, 192, 194 East Main street, a superb six-story brown stone front, 33x160 feet, with basement, affording nearly 37,000 square feet of floor space, which is conveniently arranged and divided into various departments. The various floors are connected by broad and massive stairways and by elevators.

When erecting this building the firm realized that they were building far ahead of the needs of Rochester at that time; but they had faith enough in the rapidly approaching great future of the city to believe it only a matter of a short time until such an establishment would be a necessity. That such prophetic ideas were correct has been demonstrated by the fact that in less than three years they have been obliged to increase the accommodation of the retail department nearly three-fold. A great factor in their success has been their commendable enterprise in placing before customers a better class of goods than had ever been placed on sale in Rochester; their motto invariably being "the latest productions of the best manufacturers," and we are glad to state that this enterprise has been thoroughly appreciated by the people of Rochester.

On entering the handsome doors and passing the magnificent plate-glass show windows on either side, filled with choicest bric-a-brac and costly articles of *vertu* and luxurious use, the visitor finds himself in the retail department—a palatial bazaar of china, cut-glass, porcelain, etc., etc., whose splendor fairly dazzles and bewilders him. On every hand is an article whose costly beauty and rich design makes it a gem of its kind, yet interspersed amid these *chef d'œuvres* are beautiful wares whose price places them within the reach of editors and others in moderate circumstances. Making a tour of this floor, the progress of the visitor is pleasingly impeded and delayed by new beauties in silver, plated goods, china, cut glass, glassware, rare crockery, brass goods of every description, artistic wrought-iron work that might have been made by the master hand of Quentin Matsys, lamps, clocks, chandeliers and a thousand other lovely and useful things that challenge his admiration, powerfully appeal to his taste and threaten his pocket-book with utter collapse, as he wants them all and can hardly choose between the delicate and charming wares whereby he is surrounded.

Ascending to the second floor we find the wholesale sample department, occupying a



portion of the room there, the remaining area being set apart for the dinner-set department, and here are to be seen the most magnificent articles in that line for wedding gifts or for art displays ever shown in this country. This house is Western New York headquarters for the Gorham Manufacturing Company's sterling silver goods, and it would be difficult to imagine a more brilliant or attractive display than is here presented.

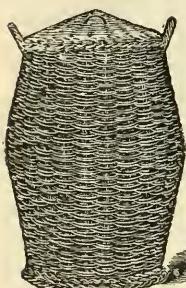
The third and fourth floors are set apart for packing, shipping, and open stock, while the fifth and sixth floors are utilized for storage purposes—the basement being set apart for the more ordinary wares for household use, brilliantly lighted by the incandescent light, and where are shown a splendid line of all descriptions of the cheaper lines of household and domestic crockery, etc.—a pretty sure indication of the volume of business transacted being the fact that the services of thirty people are constantly required. Another sign that unerringly points to the prosperous condition and great wealth of Western New York is the fact that the great bulk of the sales are made to the trade and consumers residing in or near Rochester.

Every floor of this large and handsome building is flooded with light, admitted through a glass roof and a great well, extending from top to bottom. And upon every floor of this building, also, will be found courteous and attentive salesmen, anxious to show the goods in the house to either a customer or a visitor. Hence strangers in the city are always advised to visit the store or are personally introduced to Mr. Watkins, and as all are treated with the same unvarying courtesy and attention, the visitors leave with the most pleasant impression of the management and admiration of the beautiful exhibition to which they have been treated.

This has been the consistent and far-sighted business policy of Mr. Watkins. Young, ambitious to excel, polite and a thorough man of business, it needed just such a man of his tact and urbanity to build up this splendid trade from such an unfortunate inception. Mr. Watkins is a member of the Chamber of Commerce of this city.

WILLIAM L. INGRAHAM,

Manufacturer of Willowware and Wooden Goods—Kedzie Patent Water Filters—No. 78 West Main St.

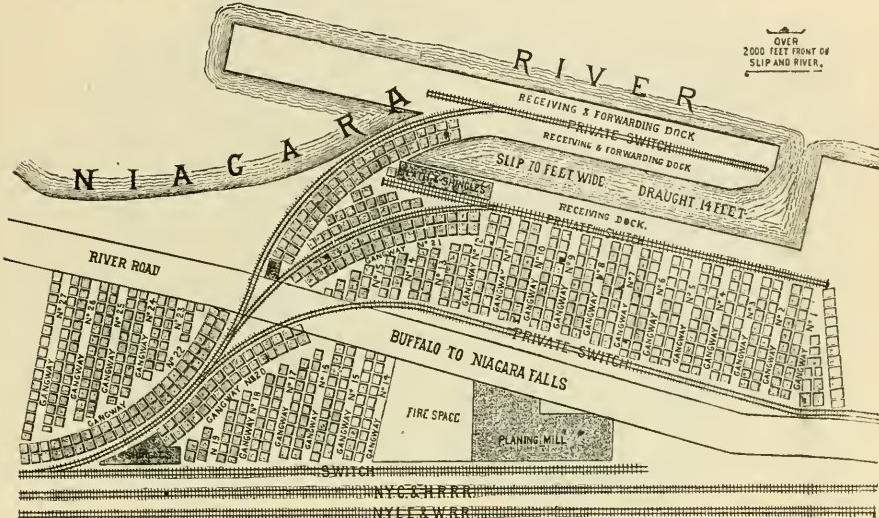


One of the wonderful things in connection with manufactures and commerce is the extraordinary growth, within recent years, of the wooden and willowware trade. It seems but a little while since the carpenter shop and the humble basket-maker, who occupied a hut near some ozier-grown stream, supplied all the wants of the household for these goods and made little or no profit from them, whereas now we find great factories, provided with ingenious and costly machinery, employing hundreds of well-paid operatives, and involving vast outlay of capital, busy year in and year out filling orders. The wonder is where they all find a market—what creates the demand—and it can only be explained on the assumption that whenever anything useful is made and put within reach, buyers will be found.

One of the most celebrated manufacturers of the goods above referred to is Mr. W. L. Ingraham, a native of Maine, for thirty-five or more years a resident of Rochester, and a substantial and respected citizen. Eighteen years ago—in 1870—Mr. Ingraham embarked in the manufacture of filters, and as dealer in wooden and willow goods of every description. Making quality rather than quantity his first object, he pushed steadily forward, conquering one difficulty after another, until to-day he stands in the front rank, does a large and growing business, and is favorably known to the trade throughout the United States for the superior workmanship of his wares, which embrace everything in his line for which sale can be found—clothes baskets, hampers, dinner baskets, market baskets, fancy baskets, traveling lunch baskets, barrel covers, cheese safes, churns, clothes bars, ironing boards, folding benches, tubs, keelers, mops, pails, brooms, etc., together with ladders of all kinds and sizes. One of his leading specialties, popular wherever known, is the Kedzie water filter—an unrivaled and cheap device for purifying water for all purposes. It is made in sizes from two to four gallons, and prices \$9 to \$15, and possesses so many important advantages over all others that no well-to-do family can afford to do without it. Circulars and full particulars mailed free.

HOLLISTER LUMBER CO. (Limited).

Granger A. Hollister, President; George C. Hollister, Vice-President; H. C. Durand, Treasurer; Edward I. McPhail, Secretary—Wholesale and Retail Dealers in Lumber—No. 106 North Goodman and 185 Exchange Sts.



The Hollister Lumber Company, though incorporated only last January, with a paid-up capital stock of \$100,000, has a history, at least in its antecedents, well worth the telling. As long ago as 1832—fifty-six years—Dwyer and Hollister established a small lumber yard at No. 103 Exchange street. Mr. Dwyer retired in 1835, whereupon Mr. George A. Hollister became sole proprietor, and so continued until 1848, when the style became Hollister & Churchill, this firm afterward becoming Hollister, Bronson & Churchill. Mr. Hollister was succeeded in 1858 by his son, E. H. Hollister, who died in 1871, his sons, Granger A. and George C. Hollister, becoming sole proprietors under the style of Hollister Bros. In 1885 these gentlemen found it necessary, in order to meet the demands of a vastly increased business, to purchase land and remove their principal office to No. 106 North Goodman street, having previously bought a large planing mill and yards at Tonawanda. In order to accelerate the operations of the firm, the company was finally organized as before related, with the brothers Hollister as president and vice-president, ably supported by Messrs. H. C. Durand and Edward I. McPhail in the positions of treasurer and secretary respectively. The plant at Tonawanda is still owned and operated by Messrs. Hollister Bros., independently of the Hollister Lumber Company.

The principal offices of both company and firm are at the same place, No. 106 North Goodman street, where the company owns seven and a-half acres of piling ground, provided with immense sheds for the storage of dressed lumber, two of which sheds are 50x310 and 40x150 feet respectively. The office building, neat, commodious and handsomely appointed, is entirely new and provided with every possible convenience. The company still retains an office at the old locality on Exchange street for the accommodation of the retail trade, and employs thirty men in this city and handles a large quantity of lumber annually, including all grades of pine, hardwood, lath, shingles and dressed and manufactured stuff for builders, all of which is disposed of to the trade of Rochester and vicinity.

All connected with the company are natives of the Flower City, successful and public-spirited business men, influential members of the Chamber of Commerce, and respected citizens. Messrs. Hollister Bros. are also officers and directors of the L. A. Kelsey Lumber Company (limited), of Tonawanda, dealers in hardwood lumber exclusively. These gentlemen handle some 50,000,000 feet of lumber annually in the three firms with which they are connected.

HENRY LIKLY & CO.

**Henry Likly and W. D. Callister—Trunk Manufacturers, No. 96 State St.;
Factory, No. 340 Lyell Ave.**



In a work upon the vast manufacturing interests of this city an unpardonable omission would be to have this popular industry unrepresented. Established in 1844, this enterprise has grown until now it is the largest factory of its kind in New York State, and certainly has no superior anywhere in the articles which are manufactured by it.

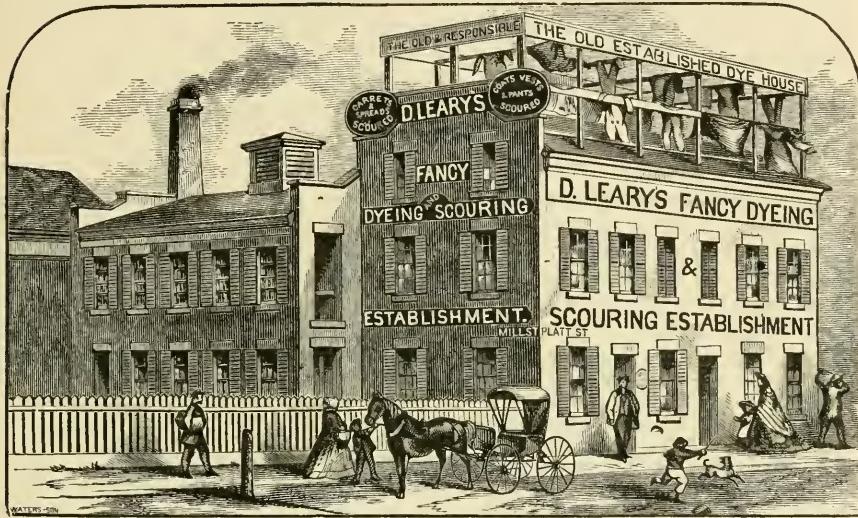
The factory is situated at No. 340 Lyell avenue, and the vast and commodious buildings and accessories of this firm there cover two acres of land. The main building is 100x80 feet, four stories high, and there are about 60,000 square feet of floor space devoted exclusively to manufacturing purposes. In the factory are ninety operatives employed and an excellent line of special wood-working machinery made serviceable, and the latter part of the qualifications of the enterprise have made it noted for possessing the most complete and best equipped plant in the United States. Each floor of the factory is devoted to its special work—the first floor being where the lumber is sawed and prepared; the second floor is the wood-working shop and the box shop, where the frames of the trunks are made; the third floor is utilized as the trimming, completing and finishing room. Among other large quantities of raw material the firm use annually upward of one million feet of lumber in their factory, and turn out over thirty thousand trunks yearly, which find a ready sale in all parts of the United States.

The grade of goods manufactured by this firm have a standard reputation, as may be readily understood when it is known that they export large quantities of slats and parts of trunks that can be compactly packed to all parts of Europe. Both members of the firm are thoroughly experienced and skilled in the business wherein they are engaged, and it is acknowledged by all dealers that the trunks, etc., made by this firm are the best manufactured. They make all kinds of traveling and packing trunks, but make a specialty of sample and theatrical trunks, and trunks of the finer grades of workmanship and material. Their leading specialty is a canvas-covered leather trunk, in all sizes, bound with bronze trimmings, combining lightness, great strength and long serviceability together with a very handsome appearance. The firm maintain a large and well-stocked retail store at No. 96 State street, for the convenience of the city and vicinity trade.

Henry Likly is an esteemed and well-known citizen alike in his personal and commercial relations, and is a prominent man in every movement tending to the advancement of the city or the promotion of the welfare of its inhabitants.

D. LEARY'S

Steam Dyeing and Cleansing Establishment—Mill St., Corner Platt.



The career of Mr. D. Leary presents a striking example of what may be accomplished by steadiness of purpose, unswerving fidelity and untiring industry. Away back in 1822 Mr. Francis Peacock established the pioneer dyeing and scouring concern of Rochester on State street, removing to Mill and Platt streets in 1828. In 1837 Mr. Leary entered Mr. Peacock's service as an apprentice. Hard-working and economical, he wrought faithfully as apprentice and journeyman until Mr. Peacock's death in 1842, when he purchased the plant and good will. Seven years later—in 1849—fire destroyed the building and contents, but, nothing dismayed, he rebuilt at once on a larger scale, and from that time to the present has enjoyed uninterrupted prosperity. At this time the premises consist of the main building, two and a half stories, 20x42 feet, and a two-story annex in rear, 30x49 feet, the whole fitted up in the most approved style with a 30-horse power engine and all requisite machinery and accessories. Twenty-four men and women are employed, and Mr. Leary does a large and flourishing business, making a specialty of dyeing garments of all kinds, but especially in silk and wool, after the latest and most approved modern methods. He also gives careful attention to the cleansing and renovating of all goods sent him for that purpose, and personally superintends every department of his business. His trade extends throughout this and adjoining States, and many of the best people of the country are his regular customers. He employs no agents. Crape, broche, cashmere and plaid shawls and all bright colored silks and merinos cleansed without injury to the colors; ladies' and gentlemen's woolen garments cleansed or colored without ripping and pressed nicely; feathers and kid gloves cleaned or dyed; silk, woolen or cotton goods of every description dyed all colors and finished with neatness and dispatch on very reasonable terms; goods dyed black every Tuesday, Thursday and Friday; goods returned in one week; goods received and returned by express; bills collected by express company.

It is an every-day occurrence for him to receive work from different sections of the country by mail or express, and he has good reason for thinking that he has the best run of custom of any establishment in the State outside the city of New York.

Mr. Leary still adheres to the old-time custom of making his own chemical compositions, and attributes his ability to produce the superior work which he does to this fact. Besides the work he does for a long list of private customers, he does an

extensive trade in merchants' work. While he makes a specialty of laces, he also does everything in the dyeing line. His sons, Mr. Edward B., general superintendent, and Mr. D. M., superintendent of the dyeing department, will succeed to the proprietorship in time and continue to conduct the business in the same honorable way their father did before them. Personally, all these gentlemen are courteous and agreeable, and eminently deserving of the signal success and the reputation which they have justly won for this establishment—that of the "Old Responsible."

H. BREWSTER & CO.,

Wholesale Grocers—Nos. 15, 17 and 19 North Water St.

Conspicuous among the old established business houses of Rochester is the leading wholesale grocery of H. Brewster & Co., founded in 1853 and first located at No. 72 East Main street. As at present composed the firm consists of Messrs. Stephen Remington, James McTaggart and Stanley D. Remington, Mr. Brewster having died many years ago. The elder Mr. Remington was the junior member of the original firm; Stanley D. Remington is his son, and Mr. McTaggart has been with the house since his eighth year, acquiring a copartnership interest in 1868. The younger Mr. Remington was admitted in 1882, and in 1886 the concern removed to the premises now-occupied—the commodious four story brick building Nos. 15, 17 and 19 North Water street, 45x90 feet, with sub-basement, handsomely and conveniently appointed throughout, provided with elevator and the usual modern accessories, and one of the most desirable business locations in Rochester. It is scarcely necessary to particularize concerning the stock carried, save to state that it comprises full lines of all goods for which there is any demand—staple and fancy groceries, grocers' sundries, shelf and canned goods, manufactured tobaccos, teas, spices, etc.—all of the choicest selections, fresh, new and salable. Moderate prices and prompt attention to orders is the motto.

It is just forty years since Mr. Stephen Remington, a native of New York State, commenced clerking in a Rochester grocery house, and no citizen enjoys a greater share of the respect of all classes than he. All of the members of the firm are active members of the Chamber of Commerce, and ever among the foremost in giving aid and encouragement to every movement that promises well for the public good. All of the members of the firm have been connected with the grocery business for a long time, and have been not alone the architects of their own fortunes but of the old and well-known house.

LEICESTER SALT WORKS.

W. H. Benjamin, Proprietor—Manufacturer of Fine Dairy and Coarse Packing Salt—S. Lewis, Superintendent: Cuylersville, N. Y.—Principal Office, No. 67 West Main St., Rochester.

The fame of the Leicester salt works, Cuylersville, N. Y., is so well established as to scarcely require more than passing reference in this place. These were among the first salt works to adopt what is known as the "small pan" system of evaporation, thus producing the finest and purest grades of salt for dairy purposes and the strongest coarse salt for the use of meat, fish and pickle packers. The capacity of these works is three hundred barrels of all grades daily, which is eagerly sought by the trade and consumers throughout Western New York and adjoining portions of Pennsylvania. Mr. S. Lewis, an experienced and thoroughly competent scientific salt manufacturer, has immediate charge of the works, the capacity of which and the excellence of the product will always keep pace with the demand.

Mr. W. H. Benjamin, the owner and operator, has his principal office at No. 67 West Main street, Rochester, of which city he has been a resident for the past half century. From this office he controls the entire business of the works—output, sales and finances. He is also an extensive dealer in coal of all kinds, and his yards at Lincoln park, adjoining the Buffalo, Rochester & Philadelphia railroad tracks, are among the best patronized in the city.

MICHAELS, STERN & CO.,

Wholesale Manufacturers and Jobbers of Clothing—Nos. 86 and 88 North St. Paul St.: No. 702 Broadway, New York.

Rochester has long been noted as a clothing manufacturing center, and is constantly adding to her prestige in that branch of industry. Mr. H. Michaels is one of the pioneers, having established himself here in a modest way as long ago as 1849. By close attention to business he was enabled to gradually widen his market and increase his facilities, and finally in 1873, his sons J. and M., having arrived at man's estate, were admitted to copartnership, as was also Mr. M. A. Stern, and the style as it now stands—Michaels, Stern & Co.—was adopted.

The house does a very extensive business, requiring for its accommodation the entire six-story and basement brick building Nos. 86 and 88 North St. Paul street, besides two adjoining floors—one at No. 82 and one at No. 84. The firm's own building is 40 feet front by 115 feet deep, thus affording of itself 32,200 square feet of floor space, or three-fourths of an acre. Provided with elevators, each floor is practically as convenient for all purposes as any other, but they are set apart as departments, nevertheless, as follows: Basement, storage of packing cases, lumber, etc., and furnace, boiler and engine-room; first floor, offices, cutting and trimming department; second floor, pants manufacturing and billing department; third floor, boys' clothing sample rooms; fourth and fifth floors, men's clothing; sixth floor, storage and inspection of piece goods; floor at No. 84, summer goods; floor at No. 82, overcoats and piece goods. A branch house is also conducted by the firm, under the management of Mr. R. Lichtenstein, at No 702 Broadway, New York city.

Messrs. Michaels, Stern & Co. are manufacturers and jobbers for the trade exclusively, and supply dealers throughout the Eastern, Middle and Western States. Some idea of the volume of their sales may be extracted from the statement that they give constant employment to about two thousand work people. Their specialties embrace full lines of men's, youths' and boys' clothing in the latest styles, correct in fit, material, workmanship and finish, including seasonable wear from seersucker, alpaca and mohair summer suits to the heaviest and costliest overcoats for winter, in all grades and at prices to match.

All of the firm are active members, and the elder Mr. Michaels is third vice-president of the flourishing new Chamber of Commerce and president of the Empire States Insurance Company.

FRANKFORT MILLS.

J. R. Smith and W. S. Sherman, Proprietors—Manufacturers of Choice Family and Bakers' Flour—Brown's Race.



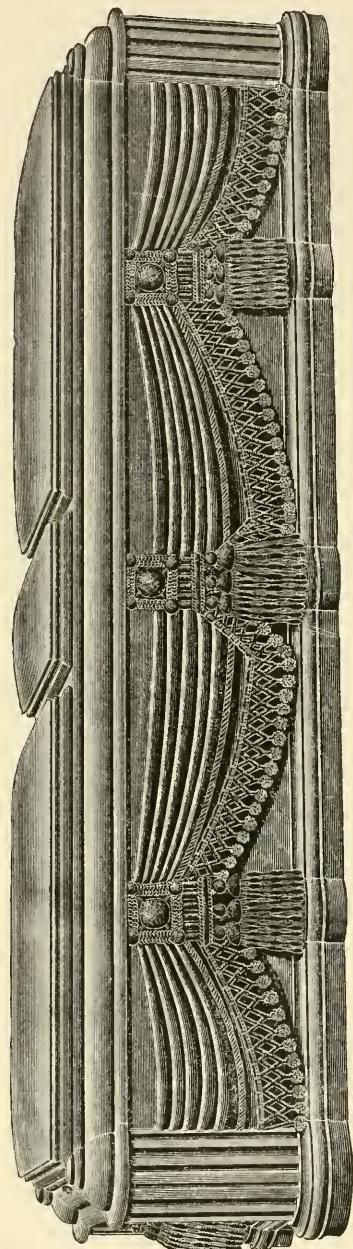
Although Minneapolis has the largest milling interest in the Union, yet the magnitude of any production by no means implies the manufacture of the best article. And in this city a flour is produced fully equal to the best brands of Minneapolis roller-process flour. The manufacturers of this excellent staple are Messrs. Smith & Sherman, proprietors of the Frankfort

Mills, which were established by the present owners some ten years since. The mills comprise a commodious stone building, four stories in the front and six in the rear, and have the dimensions of 40x100 feet. Therein are utilized the services of 12 expert millers, and the latest improved roller process machinery employed, the capacity of the mills being 200 barrels of flour daily, and this capacity is taxed to the utmost to keep the orders filled that are constantly received. The output comprises standard brands of choice family and bakers' flour, and the sales are made principally in this city and the Eastern States.

Both the members of this firm are citizens of Rochester, and have materially contributed to the welfare and prosperity of the city by their business enterprise and personal progressiveness.

CHAPPEL, CHASE, MAXWELL & CO.

C. Will, Chappel, Benjamin E. Chase, John F. Tuttle, John Maxwell—Manufacturers of Caskets and Undertakers' Supplies—Factory, Oneida, N. Y.; Office and Salesrooms, Nos. 131 and 133 State St.



The industry referred to in our caption should be of interest to all, for very few of us can escape paying tribute to it eventually, willingly or unwillingly. The time has passed by when the casket and paraphernalia for each funeral was made ready after the death of the individual—when every cabinet-maker was also a coffin-maker, and carried a limited supply of lumber and trimmings for his own trade, adding to his other functions that of undertaker in emergencies. Such emergencies seldom arise now—never in the older communities, each of which boasts one or more professional funeral directors, who take upon themselves all of the arrangements and responsibilities of the proper interment of the dead, thus relieving sorrowing friends of much that is disagreeable, and from which they naturally shrink. The undertaker himself, however, never makes the coffins he uses. He occasionally does a little in the way of trimming, but usually when his stock does not contain what is required, telegraphs to the nearest manufacturer, giving style, size, etc., and the article is invariably delivered in ample time for use, tastefully trimmed and made ready by experienced and skillful hands.

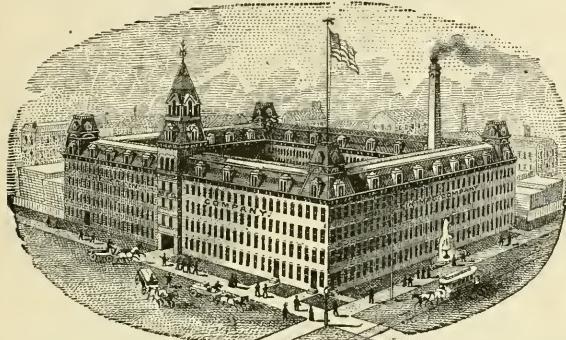
Few persons have any conception of the magnitude to which the trade in caskets, coffins and funeral supplies has grown of late years. Immense factories are found in various portions of the United States, where hundreds of trained operatives are employed and vast numbers of funeral equipments manufactured in every conceivable style, from the richest and costliest to the plainest and cheapest, to meet the requirements and resources of all classes. One of the largest and most noted of these establishments is that of Chappel, Chase, Maxwell & Co., situated at Oneida, N. Y., with warerooms and office at Nos. 131 and 133 State street, Rochester. The working plant at Oneida, with appurtenances, covers five acres of ground, and has been twice enlarged within a few years to meet the increasing demands of the trade. The buildings are very large, built in the most substantial manner of brick, and fitted up with all requisites, including improved wood and metal-working machinery, sewing machines, and numerous labor-saving appliances peculiar to the business, elevators, individual incandescent electric light plant, etc., all run by three powerful steam engines. Three hundred people are employed here, and the output, the best that ample resources and facilities can produce, is handled by the trade in every State of the Union, all over the Canadas, in Mexico, Central and South America and the West Indies.

The Rochester branch is devoted exclusively to sales and the storing of stock. The building

s a fine one, four stories, 40x100 feet, provided with elevator. On the first floor are the office and salesroom, on the second the sample room, and the third and fourth are utilized for the storage of assorted grades, sizes, etc., of caskets, coffins, undertakers' furniture, and furnishings and trimmings, of which latter one of the finest and most varied lines in the world is constantly carried.

THE STEIN MANUFACTURING COMPANY,

**Manufacturers of Cloth-Covered Burial Cases and Fine Funeral Furniture—
Corner Exchange and Court Sts.**



cloth-covered burial cases and fine funeral furniture with results that were alike pleasing to himself and customers. In 1878, having built up a large and flourishing trade, he retired from the business and was succeeded by his sons. Some time afterward Messrs. Stein organized The Stein Manufacturing Company, with the following officers : Leo Stein, president, Julius Stein, vice-president, and I. A. Baum, secretary and treasurer ; capital \$100,000.

The works comprise great quadrangle of brick buildings, in the center of which are the stables and storage warehouses, lumber-yard, etc. One of these buildings—known as the old factory—is five stories in height, while the new ones are of six stories. The illustration presented herewith conveys a very fair idea of the old buildings as seen from without, which are rapidly being augmented to double the size, while some conception of the vast industry carried on in the interior may be gleaned from the following description of the factory :

The office comprises the main entrance, and contains the departments of book-keeper, corresponding clerk, stenographer, recording clerk and shipping clerk, and the private offices of the officers of the company. From the office are systems of pneumatic tubes, through which written instructions or parcels can be sent with the utmost speed to any desired part of the building, and in case any need for telegraphic communication arises with the outside world, the office has direct wires to the various telegraph offices. We next enter the shipping room, where the complete domination of the master-mind is prevalent, as everywhere else. Some little idea of the perfection of the method employed may be gained from the fact that telegraphic orders have been filled within five minutes from their receipt by the placing of hundreds of caskets on the trains *en route* to their destination. One especially advantageous facility this house enjoys from the municipality in filling such orders is that their teams are allowed the same privileges as those of the fire department.

The exhibition room comes next, and there are shown the most elegant caskets that excellent judgment, cultured taste, unlimited means, skillful workmanship and unsurpassed material can effect, the various heads of departments being granted full scope for the production of original and effective ideas, and it is not too much to say that here are found the finest specimens of funeral accessories in the world. Thence to the store-room, where endless piles of plashes in all required shades, and of broad-cloth in suitable hues are found—all the company's own importation. In the well-ordered stables horses are kept harnessed day and night in readiness for telegraphic orders, and they can be attached to the wagons and at the door of the shipping room at a moment's notice. Traversing the rear of the stable we arrive at the interior

The advantages offered to the funeral furnishing trade by this city's favorable location with reference to transportation and manufacturing facilities are so many and obvious at the present day as scarcely to require mention ; yet it was not until Mr. Samuel Stein first utilized these advantages, in 1871, that any one else seems to have thought it practicable. For seven years thereafter Mr. Stein conducted the manufacture and sale of

court, where are the lumber-yards and kiln drying rooms, coal pits, etc., and the engine-room, where two splendid 100 horse-power engines furnish momentum to all the busy machinery throughout this mammoth factory.

Then we descend into the vaults beneath the vast edifice. Massive stone arches and pillars support the superstructure, and these are utilized as store rooms for the inflammable varnish, oils, glues, etc., and for the superior plate glass, of which vast quantities are carried in stock. Emerging to daylight and the ground floor again, we are in the midst of the wood-working department, where dozens of machines and scores of skilled workmen are employed in preparing the lumber from the rough for the finishing rooms, where it is worked up into caskets made by the best professional casket-makers in the world.

In the annex is the machinery employed in the manufacture of copper and zinc metallic caskets. This department was recently enlarged, as its facilities were inadequate to the demand. The Stein Manufacturing Company originated these valuable improvements, and has kept far ahead of any would-be competitor.

Upon the first floor are the extensive and well-filled stock rooms, where are stored hundreds upon hundreds of all styles and sizes of caskets. Some idea of the immense business this company transacts can be gleaned from the fact that were the company to stop manufacturing for one week their huge reserve would be entirely exhausted. Even with their comprehensive facilities they find difficulty in keeping up their stock. Then we go to the finishing department where the work is assembled and forwarded to the trimming and decorating department, filled with mechanics of the most cultured skill and ability, all engaged upon making their work as attractive and consistently ornamental as possible. Here, also, are a number of female employes, experts in the manufacture of the elegant floral ribbon designs for which this company is celebrated.

Ascending to the top floor, we find it likewise divided into several departments, including the very large photographing and developing room, which has the largest skylight and camera in the country. Adjoining is the finishing-room of the metallic casket department, where the great success of applying lustral bronze to the zinc metallic cases is shown us.

In all this enormous factory there is one thing that impresses the spectator most forcibly, and that is the perfect and systematic organization of the whole huge enterprise. The buildings throughout are heated by steam; elevators are run by hydraulic and steam power; every room is illuminated by the incandescent electric lighting system, and automatic spray and fire-extinguishing apparatus extends all over everywhere.

The germ of this gigantic enterprise was a lowly show-case factory established many years ago in this city by the elder Mr. Stein, who is still a wealthy and respected citizen of Rochester. Both he and the Stein Manufacturing Company are to be congratulated, for they have built up a world-wide reputation. Of the personnel of the officers, the president, Mr. Leo Stein, and vice-president, Mr. Julius Stein, are sons of the founder of the enterprise, and were born in this city and reared to a thorough practical knowledge of the business of which they are such distinguished representatives, and Secretary and Treasurer Baum has resided here for some twelve or thirteen years. Branch offices and stores are maintained at New York and Boston, and the monetary value of the transactions of this large house aggregate very many hundreds of thousands of dollars annually.

JOSIAH NEWMAN,

Rector and Dealer in Foreign and Domestic Liquors—No. 171 Front St.

In these days of almost universal adulteration, and especially bad liquor, Rochester is to be congratulated upon having in her midst a house whose goods may be implicitly relied upon as pure and of the best quality. The effects of Mr. Newman's long experience in the business are to be seen in the high class of his manufactures. The closest attention is paid to the process, in which expert hands are engaged, and the utmost discrimination employed in the selection of the material used. The result is a production which is nowhere excelled, and but seldom equaled. In the selection of foreign and domestic liquors the keenest judgment is exercised with the happiest results. The splendid trade enjoyed by this house is due to these circumstances and to the conscientious conduct displayed in all its transactions. Mr. Newman's popularity as a citizen is equaled only by the esteem in which he is held by the business fraternity.

UNION BANK.

**Gilman H. Perkins, President; Charles C. Morse, Vice-President; A. Erickson
Perkins, Cashier—Capital, \$200,000—No. 25 State St.**

This prominent institution was chartered April 22, 1885, under the General Banking Law relative to State Banks, and succeeded the private banking house of Erickson, Jennings & Co., which had been instituted some years previously. The business transacted is that of general banking in all its branches, and it has been very successful from its inception, as the following comparative statement will readily show:

April 27th, 1885.

RESOURCES.	
Loans and Discounts.....	\$ 38,301.94
Bonds.....	1,220.00
Cash in Banks.....	247,146.67
Cash on Hand.....	45,010.13
	<hr/>
	\$331,678.74
LIABILITIES.	
Capital Stock.....	\$200,000.00
Profits.....	673.42
Deposits.....	129,565.67
Due Banks.....	1,439.65
	<hr/>
	\$331,678.74

March 31, 1888.

RESOURCES.	
Loans.....	\$898,862.11
Overdrafts.....	2,064.50
Cash in Banks.....	64,412.59
Cash on Hand.....	45,867.62
Bonds.....	1,000.00
Real Estate.....	5,292.77
	<hr/>
	\$1,017,499.89
LIABILITIES.	
Capital.....	\$200,000.00
Profits.....	70,994.35
Deposits.....	726,866.50
Due Banks.....	19,639.04
	<hr/>
	\$1,017,499.89

The location of the bank is at No. 25 State street, where they occupy the first floor, elegantly and conveniently fitted up for this particular purpose, and there the various business of this successful bank is carried on. In its entity and the character and standing of its officers, the Union Bank is financially sound to the core. President Perkins is a native of Western New York, an old resident of this city and a member of the well-known house of Smith, Perkins & Co., wholesale grocers; Vice-President Morse is a native of Vermont, who came here at the age of fifteen, and has resided here for forty years, during which time he has become identified with a number of public and private business enterprises, and has earned the reputation of a public-spirited and able man of business and a most worthy and honored citizen.

Cashier Perkins was for six years a member of the firm of Erickson, Jennings & Co., and understands the banking business thoroughly in its every branch.

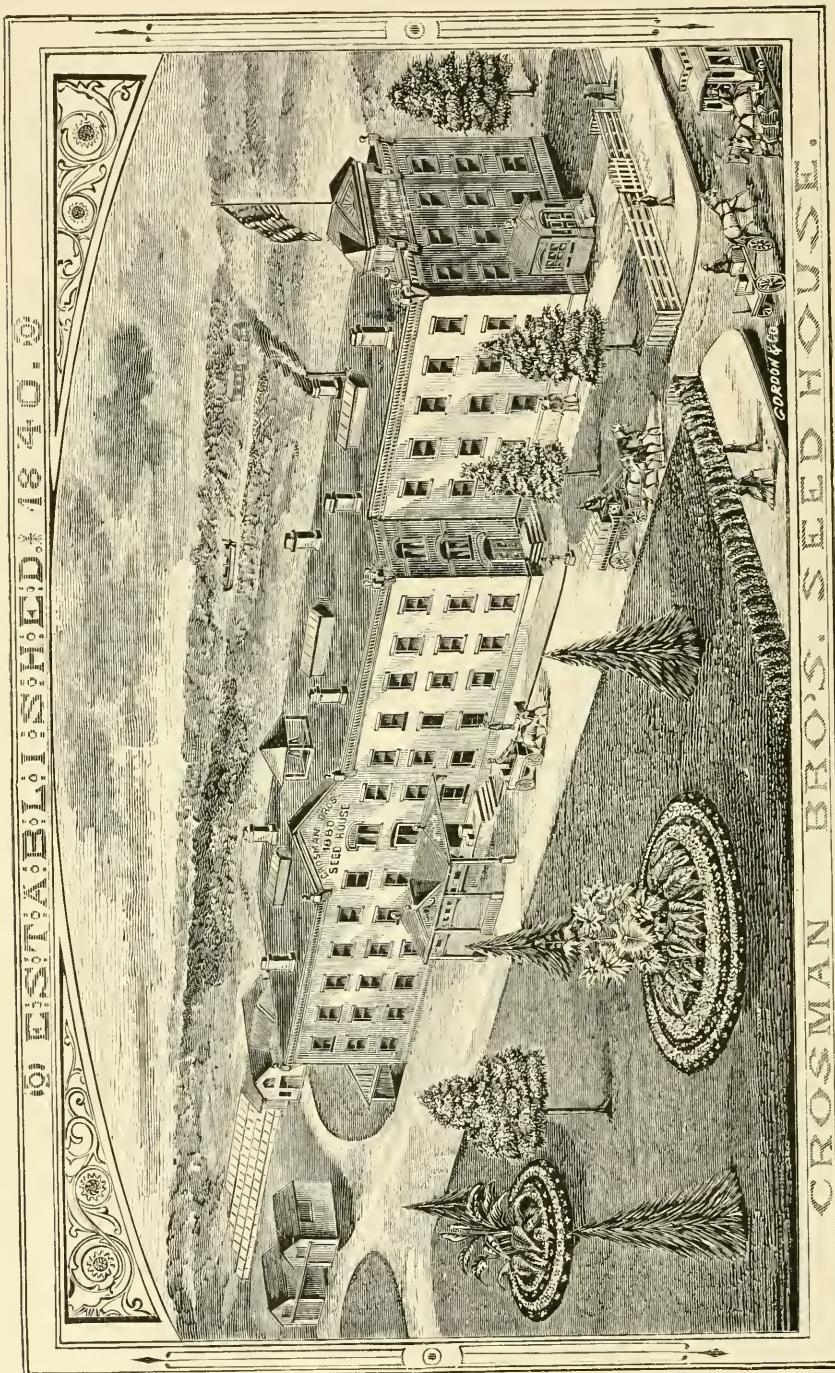
COSTELLO & HARRAH.

P. J. Costello and C. E. Harrah—Manufacturing Confectioners—Known as the Rochester Candy Works—No. 59 Mill St.

Messrs. Castello & Harrah established the Rochester Candy Works something over two years ago, and have built up a large and flourishing trade extending throughout Western New York, adjacent portions of Pennsylvania and elsewhere. They occupy four floors, 28x128 feet, at No. 59 Mill street, where they conduct the largest exclusive wholesale candy works in Western New York, their machinery and appliances being of the latest improved patterns, and their force of operatives numbering eighty. Their great attraction is strictly pure confectionery of all choice kinds, their leading specialty being the manufacture of fine chocolates and bonbons, and the output is enormous, aggregating six thousand pounds daily for a month or so previous to Christmas, and for the present year will reach at least six hundred tons.

This is a Rochester enterprise exclusively, conducted by Rochester men, and a credit to the city. This is the only house west of New York city that pays special and particular attention to the making of high grade chocolates and bonbons, that department being under the personal supervision of a foreman who was ten years the manager of the largest chocolate manufacturing house of Cologne, Germany. To this statement of the business done by this prominent house, it is needless to add that their success is assured and their prospects most flattering.





(SEE OPPOSITE PAGE.)

CROSMAN BROS.,

Importers, Growers, Wholesale and Retail Dealers in Garden, Field and Flower Seeds—No. 503 Monroe Ave.

It is seldom indeed that men enjoy the advantages that attended Messrs. Charles W. and George F. Crosman, in perfecting themselves in the elements of a calling to which their entire lives should be devoted. These gentlemen are the sons and surviving representatives of the late Mr. C. F. Crosman, one of that band of earnest, enthusiastic apostles and pioneers to whom American horticulture and floriculture are indebted for their wonderful development in the second and third quarters of the present century, and who established himself as an importer and grower of choice seeds and plants in 1840—nearly fifty years ago. That his was no passing or selfish interest in this beautiful and beneficial pursuit was shown in the care and patience with which he trained his sons to follow in his footsteps, encouraging them to improve upon his methods and to aim at high excellence in all they attempted, so that when he passed away he left to them not only a beautiful property and a celebrity broad as the continent, but, what was better and more valuable, an inherited and cultivated bias which has kept them faithful to the course marked out for them, and stimulated them to renewed and successful efforts that have placed them shoulder to shoulder with the most advanced living representatives of horticulture and floriculture as a profession.

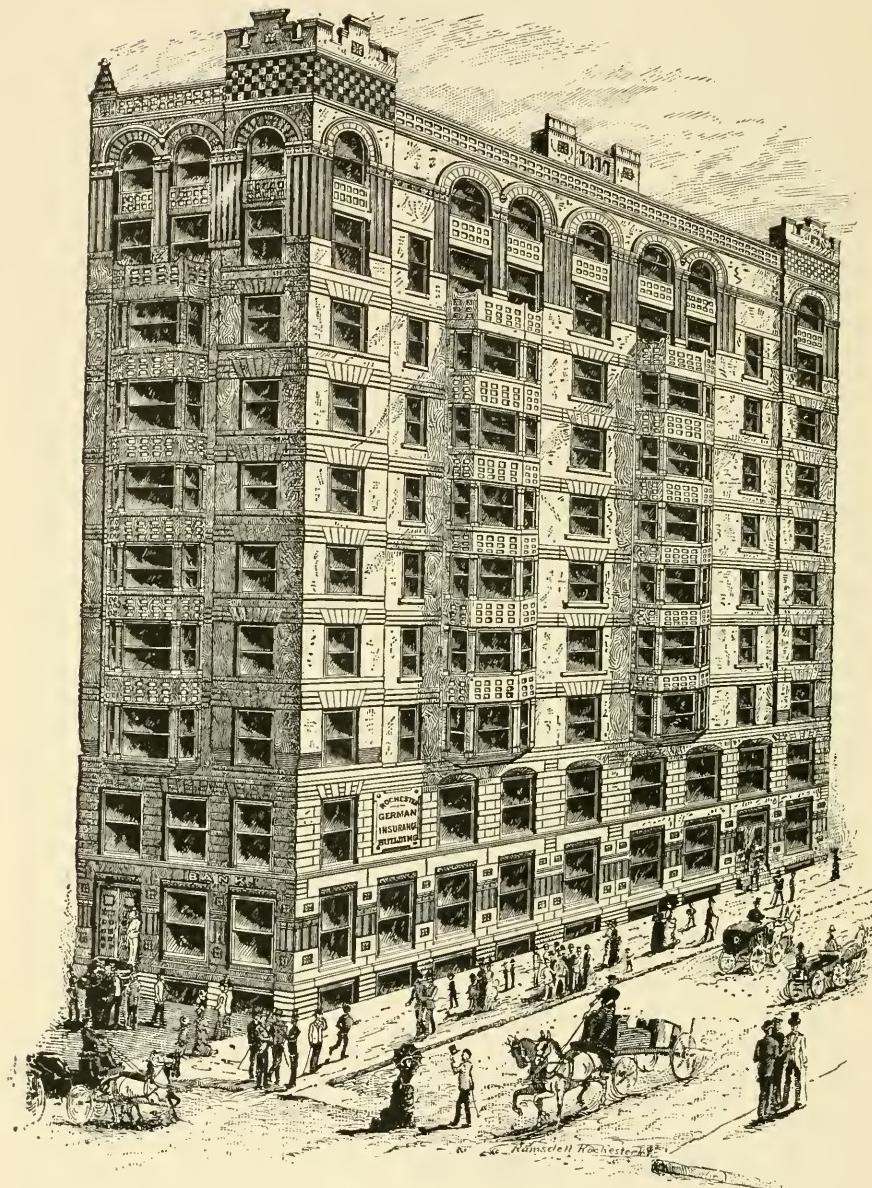
On the opposite page is presented a bird's eye view of Messrs. Crosman's buildings, greenhouses and a portion of the grounds; the latter comprising fifty acres, and utilized almost exclusively for the propagation of garden seeds and rare plants. The Rochester premises do not, however, by any means represent their resources, since they own several fine farms devoted to similar purposes in this and other States, each being in charge of an experienced and competent cultivator. Besides the enormous quantities of seeds grown here—garden, field and flower—the firm import very heavily from all parts of Europe, with special reference, of course, to adaptability of the various soils and climatic influences of this country, their range of seeds and plants embracing the best of every thing of value. The buildings illustrated are of brick, three stories in height, 50x150 feet, with fine seed barn adjacent. Their facilities for collecting, assorting, storing, packing and shipping the commodities in which they deal are unexcelled, over one hundred and fifty people being employed in the work, besides several in the neat printing office attached to the establishment. In addition, they have on the road a number of salesmen sent direct from headquarters, whose business it is to completely cover all the States and Territories east of the Rocky Mountains.

It is scarcely necessary to speak of the Brothers Crosman personally. They are among the most progressive and public-spirited of Rochester's liberal business men, and active promoters of all movements looking to the advancement and glory of their native city, not the least of which is the new and vigorous Chamber of Commerce. [

KEISER & WUNDES,

Machinists, Model Makers, Manufacturers of Moulding Knives, Machine Cutters, Dental and Surgical Tools—Machinery Repairing, Jobbing, etc.—Brass Finishing a Specialty—Second Floor Briggs' Building, No. 288 State St.

The above-named firm are noted representatives of the lighter machinery manufacturing industry, and control one of the most completely equipped establishments of the kind in the country, located on the second floor of the Briggs building, No. 288 State street, where they have every convenience for the transaction of a flourishing business. Though founded as recently as 1885, Messrs. Keiser & Wundes have already made for themselves an excellent reputation for taste and skill in their specialties, which include the manufacture of every description of surgical and dental instruments and tools, moulding knives, machine cutters and fine cutlery. They also give personal attention to model-making, brass finishing, jobbing and the repairing and adjustment of machinery of all kinds, however intricate, and being masters of their calling, render unvarying satisfaction. Both are practical machinists, have resided in Rochester for twenty years, and deserve the liberal and growing patronage they enjoy.



(SEE OPPOSITE PAGE.)

ROCHESTER GERMAN INSURANCE CO.

This leading fire insurance company was organized in February, 1872, by a number of the most prominent German residents of the city, since when it has enjoyed a career of uninterrupted success. The list of officers is as follows: Hon. Frederick Cook, president (now serving his second term as Secretary of State); Louis Ernst, vice-president; A. F. Atwood, secretary; and J. F. Camp, assistant secretary. These gentlemen form a combined intellectual force of which any institution might be justifiably proud. Each bears a reputation for personal excellence and business talent with which Rochester is familiar. The great extent of and steady increase in the business of this company are doubtless largely due to its invariable rule of making prompt and equitable settlements. Among the insured of the company are many of Rochester's most substantial houses, to whom this institution recommends itself by its sound and prudent management, its discriminatory acceptance of risks, the liberality of its dealings with policy holders, the wisdom of its investments, and the general character of stability which distinguishes it. The subjoined figures will impart some idea of the condition of the German Insurance Company, and the magnitude of its transactions. It has a cash capital of \$200,000, supplemented by assets aggregating \$672,144.48. The net surplus is \$164,195.50, and the yearly premiums amount to the magnificent figure of \$400,000. Such an immense business naturally necessitates the employment of a numerous band of workers. There are twenty employes in the home office and 400 agents in twenty-one States. This company has lately added another to the already long list of palatial structures in this city, with the grandest of which the German Insurance Company building is fit to vie. It has ten stories and a basement and is entirely owned by the company. Rochesterians are so familiar with the last addition to the architectural beauties of their city that a description in this place would be superfluous.

GERMAN-AMERICAN BANK OF ROCHESTER.

Hon. Frederick Cook, President; H. M. Ellsworth, Vice-President; John H. Thompson, Cashier—Capital \$200,000—German Insurance Company's Building, West Main St.

Of the several banks of the city of Rochester there are none that have a higher reputation for solvency and liberal yet conservative dealing than the German-American Bank, which succeeded the old Bank of Rochester on January 1st, 1884. This house does a general banking business, and also issues letters of credit, foreign drafts, makes foreign and domestic collections, etc., etc., and during the four years of its existence under its present name it has become widely and most favorably known to the banking and business public. The apartments used as its office are on the first floor of the Rochester German Insurance Company's building, opposite the Powers building, where they occupy rooms that are handsomely and commodiously fitted up for its especial uses.

All the officers of the German-American Bank are well-known citizens, whose names are intimately associated with the history and material progress of this city; the Hon. Frederick Cook being Secretary of State, re-elected for his second term; Vice-President Ellsworth being a member of the firm of Ellsworth & Grant, leading contractors of Rochester, and Cashier Thompson being especially qualified for his position by his business training and large experience in financial transactions.

S. B. WILLIAMS,

Wholesale and Retail Dealer in Oils of All Kinds—Nos. 96 and 98 Exchange St.

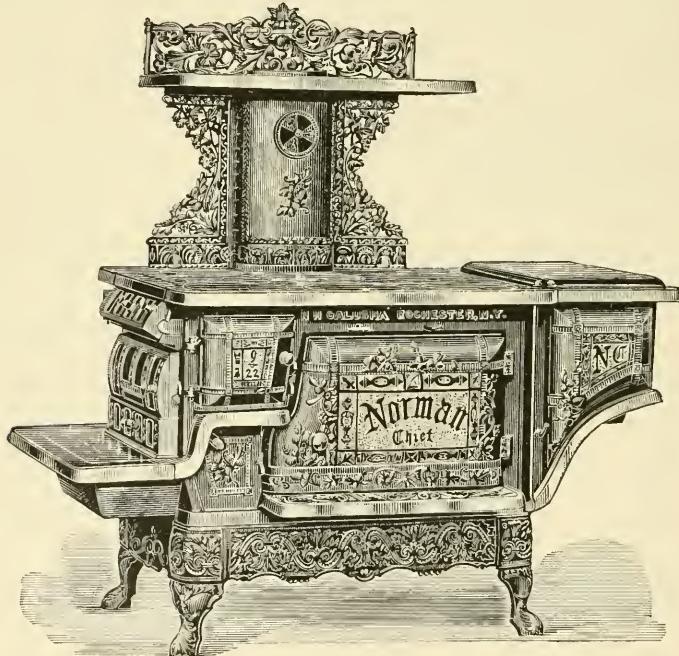
The oil trade of Rochester, in common with most vocations dependent upon manufactures and commerce, is in a flourishing condition. A leading house in this field of enterprise—one of the pioneers—is that of Mr. S. B. Williams, founded in 1860 by Alonzo Chapman, changed in 1863 to Chapman & Parks, in 1865 to George Arnold & Co., in 1867 to Warfield & Co., and in 1876 to S. B. Williams, Mr. Williams having been the Co. in the firm of Warfield & Co.

Mr. W. occupies the basement, first and second floors, 35x60 feet, at Nos. 96 and 98 Exchange street, has occupied the same quarters for twenty-one years, and carries a comprehensive line of high-grade engine and cylinder oils, lubricating oils and grease, and engineers' supplies generally, including every description of mineral and vegetable oils worthy of attention or for which there is any demand. His trade is principally with dealers and consumers, at both wholesale and retail, and extends to all points in New York and Northern Pennsylvania.

Mr. Williams is a popular and enterprising citizen, actively connected with varied business interests. He is a member of the Chamber of Commerce and of several benevolent and fraternal societies, coming hither from Massachusetts in 1857. After returning from the army he joined the volunteer fire department and has ever since continued an active, enthusiastic member.

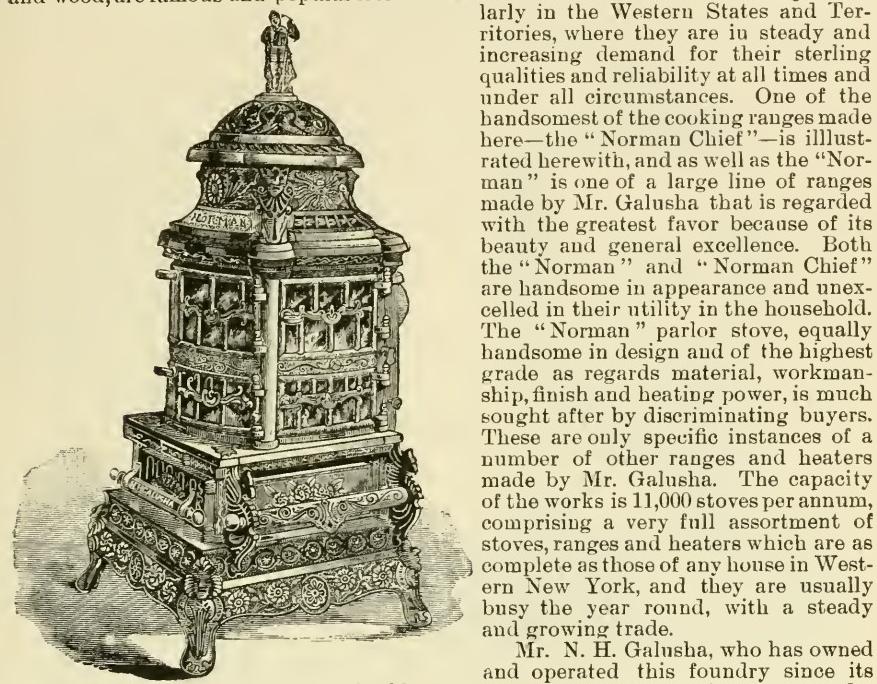
COURT STREET FOUNDRY.

N. H. Galusha, Proprietor—Manufacturer of Coal and Wood Heating and Cook Stoves and Ranges—The "Norman" and "Norman Chief" Ranges and "Norman" Heaters a Specialty—Nos. 91 and 93 Court St.



The Court Street Foundry is one of the oldest and most celebrated stove works in the country, established in 1853, and its excellent productions, comprising an

unsurpassed line of tasty and effective heating and cooking stoves and ranges for coal and wood, are famous and popular from Western New York to California, more particularly in the Western States and Territories, where they are in steady and increasing demand for their sterling qualities and reliability at all times and under all circumstances. One of the handsomest of the cooking ranges made here—the “Norman Chief”—is illustrated herewith, and as well as the “Norman” is one of a large line of ranges made by Mr. Galusha that is regarded with the greatest favor because of its beauty and general excellence. Both the “Norman” and “Norman Chief” are handsome in appearance and unexcelled in their utility in the household. The “Norman” parlor stove, equally handsome in design and of the highest grade as regards material, workmanship, finish and heating power, is much sought after by discriminating buyers. These are only specific instances of a number of other ranges and heaters made by Mr. Galusha. The capacity of the works is 11,000 stoves per annum, comprising a very full assortment of stoves, ranges and heaters which are as complete as those of any house in Western New York, and they are usually busy the year round, with a steady and growing trade.



Mr. N. H. Galusha, who has owned and operated this foundry since its establishment, is one of Rochester's oldest and most respectable business men, and a member of the newly organized Chamber of Commerce.

J. C. COPELAND,

Dealer in Drain and Sewer Pipes, Lime, Plaster of Paris, Sand, Cements, Gravel, Hair, Mortar, Fire Brick, etc.—No. 162 South St. Paul St.



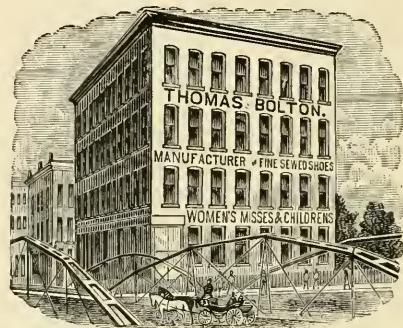
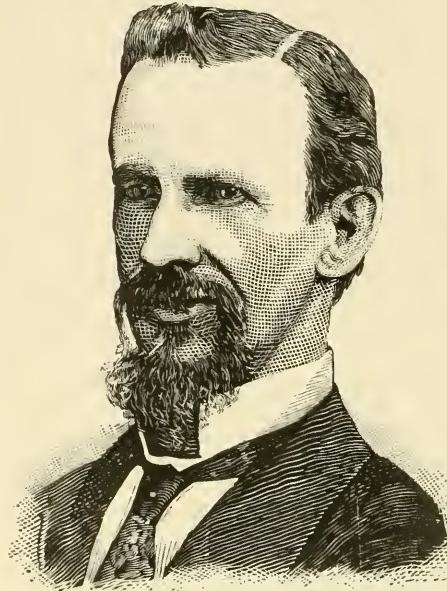
This is one of the old established businesses of this city, having been founded twenty-three years since, Mr. Copeland having managed it for seven years, or since 1880. He also owns and operates a lime-kiln, situated on Seward, Magnolia and Cottage streets, wherat—during the past season—he has burned about 1,500 bushels of lime weekly.

The premises occupied by Mr. Copeland at No. 162 South St. Paul street are 88x225 feet; the storehouse and grounds also occupied by him on Pinnacle avenue, on the Erie Canal, are 80x130 feet. At these premises he keeps a full line of the celebrated Otis & Gorsline drain and sewer-pipe, conceded to be the best on the market; pipe-chimneys, well-tubing, lawn-rollers, lime, water-lime, plaster of Paris, Rockaway sand, marble dust, Portland, Rosendale, Buffalo and Akron cements, sea gravel, plastering hair and mortar, and fire-brick materials of all kinds.

Mr. Copeland does an excellent business throughout Western and Southwestern New York, which is increasing in a steady and permanent manner, the usual result of fair-dealing and commercial honesty.

THOMAS BOLTON,

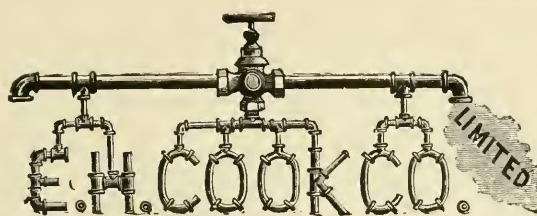
Manufacturer of Ladies', Misses' and Children's Fine and Medium McKay Sewed Shoes, and Ladies' Hand Turns and Hand Welts—Corner Andrews and Water Sts.



proprietor purchased the interest of the senior partner, and has since conducted it under his individual name and control.

The building that Mr. Bolton occupies, of which we present an illustration herewith, is situated on the corner of Andrews and Water streets, is 65x40 feet, four stories and basement in height, and is fitted up with a magnificent plant of shoe-manufacturing machinery of the most approved pattern. Therein are employed 275 operatives, and the daily capacity of this factory is one thousand pairs of shoes per diem. These manufactures comprise ladies', misses' and children's fine and medium McKay sewed shoes, also ladies' hand-turned and hand-welt, and they likewise include Mr. Bolton's specialty, Bolton's patent flexible sole, that has the enviable quality of not worrying its wearer with the ear-splitting squeak emitted by all other soles. The trade of the house extends all over the United States and is constantly increasing, due to the excellence of the goods made by Mr. Bolton and his unvarying business integrity.

Mr. Bolton is an Englishman by birth, and has been a resident of this city since 1872, during which residence he has been a prominent and important factor in the prosperity of the city, and an influential and disinterested worker in all measures that tended to advance her material welfare. Mr. Bolton has had a comprehensive experience in his present business, and has one of the best equipped and largest factories in Rochester. He has a deserved and enviable reputation as a public-spirited citizen, and is widely known and honored for his many personal and business qualities. Mr. Bolton is a prominent member of the Chamber of Commerce.

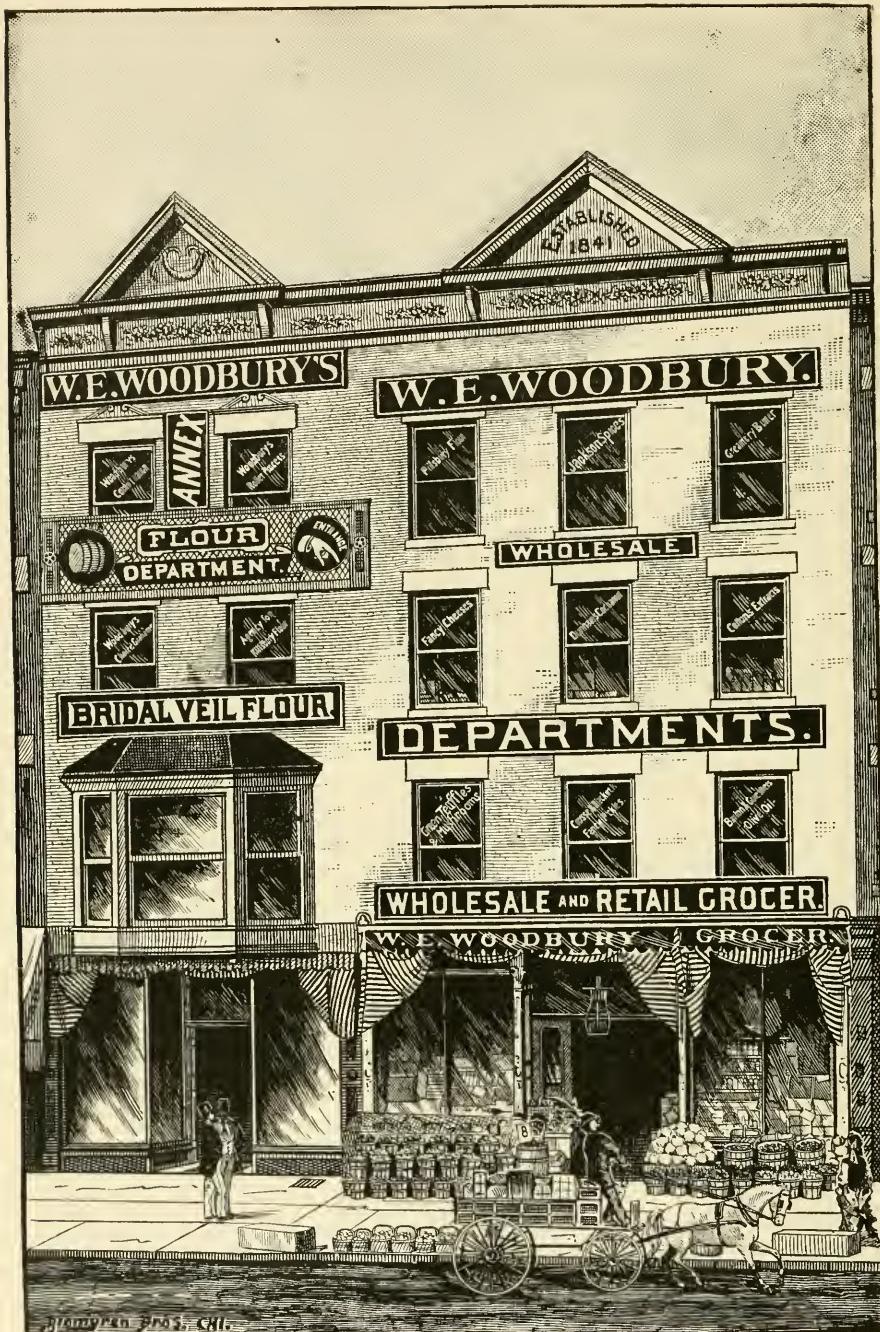


J. H. Stedman, President; A. B. Barr, Chief Engineer; H. S. Crabbe, Secretary and Treasurer — Engineers and Contractors for Steam and Hot Water Warming and Ventilating, Steam Laundry and Cooking Apparatus and Greenhouse Work — Sole Agents for E. Major's Patent Geyser Regulator—Mill St.

The science of heating and ventilation has reached such perfection that there is no longer any excuse for the construction of cold, comfortless, pestilence-breeding houses such as were so common a few years ago, and to which could be traced a host of the diseases that decimated city populations and rendered it a question whether, after all, the settler's log cabin were not a more desirable residence than the palace of the millionaire metropolitan. A pioneer in the field of investigation and experiment which has yielded such valuable fruits was the late E. H. Cook, formerly of Elmira, N. Y., who, after some years of study and well-directed labor in that city, removed to Rochester in 1871, as affording broader scope for his talents and a better reward for well-directed effort. Here Mr. Cook remained, steadily enlarging his experience, increasing his facilities and extending his connections, under the firm name of E. H. Cook & Co., until his death in 1883. Previous to that event branches of the famous old house were established in various western cities, but it was found that on account of active and not infrequently unscrupulous competition the expense of maintaining them more than consumed the profits, and they were finally wound up and consolidated with the parent concern at Rochester. Not a little annoyance, however, has resulted from the pretensions of various parties formerly in the firm's employ, who, setting up a business for themselves, have not hesitated to insert in their signs, cards and advertisements the taking legend, "Late with E. H. Cook & Co." This, while implying a flattering tribute to the superb old house itself, yet had the unwholesome effect of diverting from it much valuable patronage to which it was justly entitled. The present company, officered as above, and with a paid up capital of \$60,000, was organized as the legitimate successor of the former firm upon its dissolution, caused by the decease of Mr. Cook, already noted.

The company, occupying two commodious storerooms on Mill street, 75x75 feet, and employing a force of fifty to seventy-five specially trained workmen, together with all necessary resources of improved tools and machinery, are prepared to do a vast amount of superior work, embracing the latest practical improvements in steam and hot water warming and sanitary ventilation. They contract for and execute in the best manner, in any part of the country and on any desired scale, every description of work in the line indicated, together with steam laundry and cooking apparatus, greenhouse work, etc., and guarantee results. In this connection it should not be forgotten that they are sole agents for and construct to order for shipment to any part of the country the celebrated E. Major's patent "Geyser" regulator for adjusting the draft of all hot water boilers—a simple yet effectual device, operated solely by the temperature of the water acting upon and expanding metal, and which opens and shuts cold air boxes of indirect stacks of steam or water-heating apparatus, raising and lowering an arm to open and close the damper by compound leverage. It is four feet long, made entirely of brass, except stay-rods; is easily boxed and attached, and is all that is claimed for it.

The E. H. Cook Co. (limited) are also jobbers and retailers on an extensive scale of gas fixtures, globes, andirons, fenders, fire-places, tile work, and household brass goods, in which they offer superior inducements to the trade.



WOODBURY'S BUILDING. (SEE OPPOSITE PAGE.)

W. E. WOODBURY,

Wholesale and Retail Grocer—Nos. 42, 44 & 46 E. Main St.; Nos. 5 Front St. and 12 Monroe Avenue.

The advantages of conducting all lines of business in large establishments are so marked that there is a constantly increasing tendency in that direction. One of the best examples of this fact is the immense wholesale and retail grocery houses owned by W. E. Woodbury, of this city. The home store, on Main street, was established in 1841, as the old Semple grocery, the present proprietor succeeding to the business in 1886. Mr. Woodbury is a native of this city, and comes of one of the first families of Rochester, who are prominently identified with various large representative commercial interests. Although a young man, he has shown extraordinary business capacity and unflagging enterprise, as is evinced by his being at the head of one of the largest establishments in Western New York, employing thirty-one operatives. He does an excellent and very prosperous business, extending into nearly every section of the State. Mr. Woodbury occupies the Semple block, on Main street, having six floors 30x57 feet, the same number on Front street and three floors in the adjoining block, utilizing 17,200 square feet of flooring. The ground floors are used for the retail department, while those above are devoted to the wholesale trade. In connection with his grocery trade he is also wholesale agent for the celebrated "Bridal Veil" flour. Another evidence of Mr. Woodbury's indefatigable energy is the opening of his new retail store, on Monroe avenue, which, we believe, is the only "branch" grocery ever established in Rochester. He is a member of the Chamber of Commerce, and is one of the most enterprising members of our business community, valued alike in commercial and social circles, and one whose zeal for the prosperity and welfare of the city is only excelled by the tireless energy devoted to his personal business and making his store the resort for all those who desire the best articles at the lowest possible prices commensurate with their excellence.

TRADERS' NATIONAL BANK.

101, 102, 103 and 104 Powers' Block.

This important institution was first known as the Eagle Bank, incorporated in 1852, and afterward, by consolidation with the Manufacturers' Bank, became the Traders' Bank in 1859.

The present name was assumed March 22d, 1865, when it became a national bank, with a capital of \$250,000. That is its capital at present, with a surplus of \$500,000. The officers are Simon L. Brewster, president, formerly a merchant of high standing and director of the bank since its inception; George C. Buell, vice-president, senior partner in the well-known house of George C. Buell & Co., wholesale grocers, and a director of the New York Central railroad; Henry C. Brewster, cashier, vice-president of the Rochester Trust and Safe Deposit Co.; and Charles H. Palmer, assistant cashier. A stronger staff of workers could not be desired. Each is thoroughly grounded in the particular business allotted to him, and brings a high order of intellect and exceptional ability to bear upon his work. The president has had an experience, in this and the preceding bank, of twenty-five years; the vice-president of about twenty years, and the cashier of a like period, while the assistant cashier has been in the concern for fourteen years. The subordinates are competent young men of experience, and the routine of business progresses without hitch or hindrance. This bank transacts a large general banking business in all its various branches, including deposits, discounts and collections; foreign exchange and letters of credit being a special feature. There are many business houses of this city who owe their present prosperity to the timely assistance of this organization at a season of monetary stringency and commercial depression. In addition to its liberal stimulus to business enterprise it has been a powerful factor in the progress of the city. The magnitude of its loans and discounts, and the volume of its deposits, testify to the extent of its healthy influence upon the trade and commerce of Rochester. The confidence of the commercial community and the general public in the Traders' National Bank is unlimited, and the affairs of the concern, always in a flourishing condition, are continually undergoing improvement. Bills to the amount of \$2,250,000 were discounted last year, and deposits averaged \$2,100,000.

A. W. MUDGE,**Funeral Director and Casket Manufacturer—No. 31 N. Fitzhugh St.**

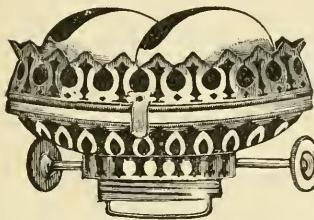
Conducting a funeral in a solemn, impressive and appropriate manner is much more easily imagined than done, and many a man who has commanded an army in battle with credit to himself and his country could no more "bring order out of chaos" and manage a funeral well and effectively than he could fly. The fact is, the successful funeral director is always a thoughtful man, a good organizer and an excellent executive, with a native perception of the fitness of things, and his good management and the decorum resulting therefrom are the outcome of much forethought and preparation.

Such a funeral director is Mr. A. W. Mudge, whose splendid establishment occupies the handsome two-and-a-half-story brick building, 51x164 feet, at No. 31 North Fitzhugh street. The equipment is all that could be desired, including superb hearses and carriages, fine horses, embalming apparatus, casket factory, and command of the services of skillful assistants and florists from whom may be obtained punctually such floral emblems, designs, cut flowers, etc., as are required. In addition, a neatly arranged suite of rooms for viewing the dead and for the performance of funeral services is provided.

Mr. Mudge is the leading funeral director of Rochester, a liberal, popular and successful man, and a native of the county. He is a large property owner and interested in numerous business enterprises in Rochester and elsewhere.

THE ROCHESTER BURNER CO.

H. E. Shaffer, President; H. F. Peck, Vice-President; E. A. Roworth, Secretary and Treasurer—Proprietors of the Shaffer Perfection Lamp Burners—Office, No. 409 East Main St.



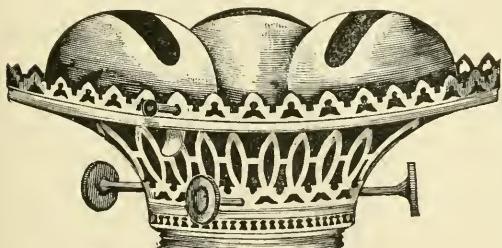
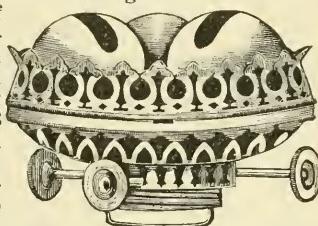
The Shaffer "Perfection" burners have completely revolutionized the combustion of kerosene oil for illuminating purposes, and have proved among the most useful and valuable improvements of the kind ever offered the public. The claims of superiority made by the manufacturers, and substantiated by actual tests, are as follows: (1) They are simple in construction and easily managed, using only a good common flat wick. (2) They produce a whiter light than ever before produced from kerosene oil. (3) They produce twice the amount of light to a given amount

of oil consumed, compared with other burners. (4) They are perfectly sweet when burning, throwing off no unhealthy odor. (5) They are so constructed that they receive an inside draft of air between the flames through the burner itself, consequently we have an inside as well as outside draft—a new feature in flat wick burners. (6) This enables us to preserve the inside draft to the burners when used on all ordinary lamps. (7) These burners consume twice the amount of air to the same amount of oil consumed in comparison with other burners. Oil alone only produces heat and smoke. The consumption of the oxygen is what makes the light.

The Rochester Burner Company are proprietors of a variety of improved burners coming under the general name of "Perfection," of which the one herewith illustrated is the largest—seventy candle power—and is known as the No. 2 three-cone hinge burner. It is made of brass, takes a "B" wick, "D" collar, No. 3 Shaffer lip chimney, and is confidently pronounced the best in the world.

In addition to their flat wick burners above described the company are to add centre draft lamps to their business for the coming lamp season. H. E.

Shaffer, the inventor of the Shaffer "Perfection" burners, has succeeded in producing a centre draft, round wick lamp which takes the same wick and chimney as the "Rochester" lamp called the "Lux Dux" (light-leader). It produces a very white light, and a steady light, in steadiness like the light of a German student lamp, and is of seventy candle power. Also a large centre draft lamp made on the same principle of the "Lux Dux," only very much larger in size, producing the same steady, white flame, of 275 candle power. This large-sized lamp is expressly for lighting stores, public halls, and, in fact, all business places where the best reliable lights are required. Those requiring a good light and using centre draft lamps should not fail to order the "Lux Dux."



The company are also manufacturers of a great variety of lamps, chimneys, shades, shade-holders, collars and lamp goods generally, which we have not space to describe. Illustrated circulars are supplied whenever desired.

The Rochester Burner Company, whose names are given in our caption, are all Rochester men, and give their undivided attention to the class of goods referred to. They occupy one floor and basement at No. 409 East Main street,

25x65 feet, employ ten men, and have a rapidly developing trade all over the States and Canada. Dealers in this class of goods will find it profitable to correspond with the company.

THE HATCH PATENT CRIMPER CO.,

**Manufacturers of the Rochester Counter—Stewart Building, No. 92 Andrew St.,
River Front.**



No invention of recent years has been the means of giving such general satisfaction to manufacturers of all grades of shoes as the Hatch Rochester counter. The difficulty experienced in the past to obtain a counter that would both retain shape and not wear out before the shoe, has been a matter of much experiment by those engaged in this branch of industry, and never with any success until the invention and placing on the market of this ingenious and scientific substitute.

Leather counters for a time retain their shape, but soon by the action of the natural perspiration and dampness of the feet become limp, and rot simply by reason of their great absorbent qualities, thereby becoming uncomfortable and a misery to the wearer. Paper variously treated has also been used, but the same tendency of perspiration and dampness acts upon it with greater rapidity than even leather, and as a consequence is deemed worthless and unfit for practical use.

Recognizing the demands of the consumers and of manufacturers for a substitute which would overcome all of these unpleasant features, and at the same time would retain shape and be serviceable until the shoe itself was no longer of value to the wearer, Mr. James L. Hatch, then a member of J. W. Hatch & Sons, began experimenting with various materials with the success of perfecting the present counter, which has not only the desired features but in reality contains more merit than what is claimed for it. Impervious to water, non-absorbent, of uniform thickness and lightness, combining elasticity and shape, it stands to-day pre-eminent as one of the greatest improvements introduced to the shoe manufacturing industries of the world, both for serviceability and cheapness. Composed largely of manilla and flax fibra, of a toughness equal to leather, with all of the above mentioned features, it has by years of thorough trial demonstrated that it will outwear leather or any other known composition, and not only does it prevent the shoe running over but it also retains the shape and graceful outlines long after the shoe is unfit for further use.

In 1873 the present company was formed for the purpose of placing on the market this valuable invention. Crude and but fairly satisfactory at first, it has from time to time been improved upon, until now it is the acme of perfection and warranted to outwear any pair of shoes made.

From a small beginning they have gradually extended and enlarged, and from six hundred pairs—their first daily capacity—they are now making thirty-five thousand pairs, which is barely sufficient to supply the demands of customers in all sections of the country. Special machinery for the cutting and shaping of the material to the desired form has been perfected, and to-day they have without question the largest and most complete plant of its kind in the world. As a protection against counterfeits and infringements they have adopted a registered trademark for their own and the consumers' interest, and as a further guarantee of the wearing qualities of the counter they warrant every pair manufactured and agree to pay for every pair of shoes which the counter will not outwear.

To one prominent manufacturer they have supplied in past years fully ten million pairs of counters, and among that immense number but five pairs have failed to fulfill the guarantee under which the counter is sold. This alone is a record unapproached in the annals of the shoe manufacturing trade, or by any other manufacturers of counters, whether composition, material or leather.

The company as at present existing consists of A. J. Hatch, and James L. Hatch, under the firm name of the Hatch Patent Crimper Company. Both are well-known business men who have for years been identified with the shoe manufacturing

industries of the city, and who have both improved and stimulated this important branch of manufacture by the various special improvements introduced by them, and though the success and prominence of the company is largely due to the untiring energy of Mr. James L. Hatch, the patentee of the counter, both have united in perfecting and placing on the market an article unapproachable in its character and containing all the merits for which it is celebrated. ■

THE VACUUM OIL COMPANY.

Among the earliest industries located in Rochester which have grown to large proportions is the Vacuum Oil Co., a view of whose works is presented elsewhere. Though these works do not cover so great an area as refineries devoted principally to the manufacture of burning oils—as the stock of crude and prepared oils carried in store is not nearly so large as in the case of such works—this is probably the second largest strictly lubricating oil works in the country. The oils here made are to fill orders previously obtained, and are generally shipped as rapidly as manufactured, so that comparatively small storage capacity is required. These works are located on the west side of the Genesee river, in the extreme southern part of the city, and comprise over eleven acres altogether. Though originally remote from general railroad facilities, they now enjoy exceptional advantages in this respect, being readily accessible to all railroad lines entering the city, over all of which large shipments are continually made. The offices of the company are located down town, on the top floor of the new Wilder building. Having need of larger office facilities, the officers of the company arranged with Mr. Wilder, when he was building his block, to take the whole top floor, and the same was consequently arranged to suit their convenience, the result being that not only were handsome quarters secured, but rooms strictly adapted to the needs of the large business done therein.

The Vacuum Oil Co. was incorporated as far back as 1866, but had its inception in previous experiments and business operations of Hiram B. Everest, still nominally its president, though retired from active participation in its affairs. Mr. Everest was successful in developing the manufacture of lubricating oils from petroleum to a degree not before regarded as possible. Thoroughly practical in his methods, he adapted the "vacuum" process of distillation to the manufacture of lubricating oils, to which were added from time to time other important methods of treating the crude product, the result being the manufacture of oils at the Rochester works unequaled by any other in the country.

These oils rapidly found their way into foreign markets, and during the past twenty years a truly enormous amount of manufactured oils has gone from Rochester to England, France, Germany, Austria, Italy, Spain, Japan, China, Central and South America and Australia, and from these countries has been again distributed, until now scarcely a section of the globe where machinery is used is unreached by the Rochester product.

A few years ago the Vacuum Oil Co. decided to carry its goods directly to the consumers without the intervention of middle men, and accordingly solicited the consumers' orders through its own traveling salesmen. At the present time it employs one hundred and fifty travelers, who are found from the Canadian maritime provinces to the Cedar Keys of Florida, and from the Atlantic to the Pacific coast, and throughout the British Isles as well. This method, of course, brought a large expansion of business, and popularized the oils among individual users, thus insuring a steady and growing market. The specialties of the Vacuum Oil Co. are cylinder, fine engine oils, leather oils and greases; in fact, all kinds of high-grade petroleum products. Some burning oils are made for home consumption, but these are a small proportion of the general volume of business. The harness oils manufactured by the company are also justly celebrated, having a large sale.

The Vacuum Oil Co., to meet the needs of their growing business, have been compelled from time to time to establish branch offices and distributing points in various cities. Such offices are now located at New York, Boston, Philadelphia, Baltimore, Pittsburgh, Cincinnati, Chicago, Minneapolis, St. Louis, San Francisco, Toronto, Montreal, and Liverpool, Eng. It is doubtful whether any other Rochester industry is so generally known among the manufacturers of the country as this company.

THE KENYON HAT & FUR CO.

R. S. Kenyon, President; Alfred Wright, Vice-President; Charles A. Keeler, Secretary and Treasurer; Importers and Manufacturers of Ladies' Fine Furs, and Jobbers of Hats, Furs and Straw Goods—No. 140 East Main St.



This prominent mercantile and manufacturing concern was founded by Allard & Co., at Albany, in 1863, and removed to Rochester in 1867, the style changing to Allard, Hunt & Co.; again, in 1869, to Allard, Kenyon & Hunt, in 1874 to Kenyon & Hunt, and in 1879 to R. S. Kenyon & Co. The Kenyon Hat and Fur Company was incorporated in 1887, with a capital of \$50,000, paid up, and officered as above. The directory is composed of Messrs. Alfred Wright, Chas. A. Keeler, C. F. Pond, F. S. Upton and R. S. Kenyon. The last named is interested in the Rochester Plow Company, and a director of the Kelly Lamp Company. Mr. Wright is a well-known citizen of Rochester, and largely interested in various business enterprises. Mr. Keeler is a leading lawyer. All are active members of the Chamber of Commerce, wide-awake and public-spirited.

The Kenyon Hat and Fur Company's store is eligibly located in the attractive six-story building No. 140 East Main street, 32 feet front by 200 feet deep, conveniently arranged and handsomely appointed in every department. The basement is devoted to the wholesale trade; the retail store and offices occupy the ground floor, and the upper stories are utilized for manufacturing, the house requiring the services of from seventy-five to one hundred persons, depending upon the season, its trade connections embracing New York and the Middle and Western States.

Besides handling as jobbers vast quantities of gentlemen's silk hats, straw and fur goods, this company are extensive importers and manufacturers of ladies' fine furs—sacques, cloaks, dolmans, muffs, tippets, etc., making a specialty of the manufacture of large seal garments, such as dolmans, paletots, etc., and shipping them to all the large cities—and the manufacture of gentlemen's fur caps and gloves. They also manufacture to order every description of military, society and band uniforms and

equipments, and in this, as in other lines of specialties, are rapidly acquiring an extended and valuable reputation. The wholesale trade of this house, especially in their magnificent seal goods, extends throughout thirteen different States of the Union. Everything made or sold by the house is first-class, and their customers show their appreciation by coming again and sending others.

ROCHESTER WHEEL COMPANY.

Corner Hill and Elizabeth Sts.

The history of the oldest and only house in its line in Rochester is a striking proof of what may be accomplished by perseverance and an assiduous application to business. The firm was established on a very small scale as early as 1858, and for some years manifested no symptom of its arriving at its present flourishing condition. However, the plucky efforts of its originators were at last rewarded by an improvement in trade, which has continued at a rapidly increasing rate up to the present time, the most prosperous years of the concern having been those between the present time and the year 1883, at which date its present able proprietor, Mr. S. B. Roby, assumed its management. The operations of the house embrace every kind of carriage, cart and wagon wheel, particular attention being paid to plain wood hub wheels, compressed band hub wheels, iron jacket hub wheels, Sarven patent wheels, as well as spokes, rims, hubs and other articles pertaining to the business of the wheelwright. The factory in which these manufactures are accomplished is a fine, six-story brick building; is 66 feet front upon Hill and 50 feet on Elizabeth streets, adjoining which are the stock buildings and timber yard, the whole premises occupying an acre of ground. The factory contains every variety of woodworking machinery, hub machines, spoke machines, and others, particularly a fine Sarven wheel machine, making up a most complete plant. The mechanical power is reinforced by the labor of 40 hands, including many highly skilled workmen. The first-class quality of the firm's output insures for their goods an appreciative market in the East, New York, Pennsylvania, New Jersey and Delaware contributing the larger share of the company's trade, which is in a flourishing condition, showing a steady increase and having good prospects. Mr. Roby is also the exclusive proprietor of the wholesale carriage and saddlery hardware industry at No. 98 State street, in which his energies are as successfully employed as in the business under notice. Mr. Roby is one of the oldest business men of Rochester, having been here since 1853, and his personal and commercial enterprise have been advantageously employed in the furtherance of the city's interests, the most recent evidence of this characteristic being his prominent identification with the new Chamber of Commerce, of which he is a leading officer.

ARTHUR G. YATES,

Wholesale Dealer in and Shipper of Hard and Soft Coal—Docks at Charlotte; General Offices, Elwood Building, Corner Main and State Sts.

Charlotte, on Lake Ontario, seven miles distant from Rochester, is the great coal port of this region, whence are shipped vast quantities of fuel to all points on that and other inland seas. Among the heaviest operators is Mr. Arthur G. Yates, who for a period of more than twenty-three years has transacted business in Rochester, and ranks with her most enterprising and successful citizens, occupying at this time the position of vice-president of the Mechanics' Savings Bank, in addition to which he is one of the board of managers and a member of the railroad and transportation committee of the Chamber of Commerce. His office is in the Elwood building, corner of Main and State streets.

Mr. Yates' plant at Charlotte is very extensive and valuable, comprising docks 1,500 feet in length, covering ten acres of land, four miles of main tracks and sidings, pockets for 6,000 tons and storage for 150,000 tons. His shipments from this point for 1887 aggregated 300,000 tons, while his total transactions at both Charlotte and Buffalo footed up 2,000,000 tons. He maintains branch offices at various upper lake ports, including Chicago, Milwaukee, Duluth and St. Paul, and is steadily enlarging his operations.

WILLIAMSON & HIGBIE,

Law Book and Blank Publishers, Stationers and Printers — Nos. 9 and 11 Exchange Street.



This branch of their business has developed very rapidly, and they now rank among the leading law publishers in the United States. They carry constantly in stock about 20,000 volumes of books pertaining to the law, and can supply the legal profession with everything published in this country or England. Their relations with the English publishers are such that they can promptly import and supply any English law books, while their stock of American law publications is, of course, complete. In connection with this it might be well to mention that they have just issued a large and complete catalogue of over one hundred octavo pages, containing one of the best arranged lists of legal publications ever issued, names of authors, editions, year of publication, number of volumes, and prices, which are fully set forth. This catalogue has had a widespread distribution among the lawyers of the United

The legal profession throughout the State and country are familiar with the firm of Williamson & Higbie, celebrated for their numerous law publications and superior legal blanks, the latter embracing every description of form used by lawyers, courts and court officers in this State. The house was founded in 1870 by Williamson & Co., Mr. W. A. Williamson being the senior member. Mr. H. A. Higbie was admitted in 1874. Up to 1885 the concern occupied quarters in Powers' block, removing in the year last named to the handsome six-story brick building, 25x56 feet, Nos. 9 and 11 Exchange street, where they still remain. On the ground and second floors are the elegantly appointed salesrooms, where are shown samples of all goods, comprising the immense and comprehensive stock of stationery and blanks, mercantile and office supplies, blank books, copying books, presses, inks, pens, pencils, filing cases, and everything needed or useful in a business office, the surplus and wholesale reserve being stored in the basement and on the fifth floor. The third floor is devoted to law books exclusively, the stock embracing all standard authorities in text-books, the Revised Statutes complete of New York and other States, and numerous well selected new and second-hand libraries. The facilities of the house in this department are such that any particular book desired can be supplied either from stock or from the publishers at short notice and on terms with which no mere bookstore can compete, since Williamson & Higbie, themselves publishers on a considerable scale, come in for the lowest obtainable quotations.

States and Canada, and they are now daily receiving many applications for it from the legal profession everywhere. Among their recent publications might be mentioned the following:

- Abbott's Practice Reports, 35 vols.
- Baylies' Trial Practice, 1 vol.
- Baylies on New Trials and Appeals, 1 vol.
- Brown on Assessment and Taxation, 1 vol.
- Knapp's Poor Laws. State of New York, 1 vol.
- Haviland's Table of Cases. State of New York, 2 vols.
- Wiltsie on Mortgage Foreclosure, 1 vol.
- Dudley's New York Code Annotations, 1 vol.
- Donovan's Tact in Court, 1 vol.
- Moon's Digest of Legal Fees. State of New York, 1 vol.
- Field on Infants, Parents, Child, etc., 1 vol.
- Wandell on Law of Inns, Hotels, etc., 1 vol.
- Porter's Annotation Pasters of the Rev. Stats. of State New York, 1 vol.
- More on Law of Villages, for State of New York, 1 vol.

They have now a great many contracts with legal writers all over the United States to publish books, which are in active preparation.

Their commodious building is centrally located, opposite Wilder's block, three doors from West Main street, on Exchange street, and is daily visited by attorneys from all portions of the State, who are attending court in Rochester.

On the fourth floor is a completely equipped and extensive printing establishment where the finest kind of commercial work is a specialty, as well as all kinds of legal work executed to order. Artistic printing, in the line of wedding and party invitations, visiting cards, etc., is also done to order in original and tasty designs.

Messrs. W. A. Williamson and Horace A. Higbie are natives of Rochester, enterprising, public-spirited and successful business men, devoted to the interests of the city, and hard-working members of the Chamber of Commerce. Though comparatively young, they have had much experience in the book and stationery trade, and are masters of all its details. About sixty persons, including four traveling men and editorial staff connected with the law department, are employed in this establishment.

GEO. F. MERZ,

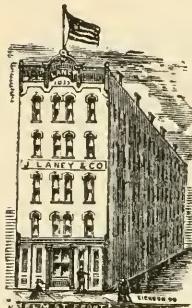
Merchant Miller—People's Roller Mills—Brown's Race, near Factory St.

It is a proud boast of the older Rochesterians that this was once the principal milling center of the United States; that the wheat grown in this region has never been equaled, and that many of the most important improvements in growing, harvesting and preparing the grain for market and for consumption originated here. True, the whole system has been revolutionized since that time; the growing of the grain has been for the most part transferred to the golden Northwest and the great mills that grind flour for all the world are beyond the Mississippi; yet we still find much of the old spirit here, and considerable quantities of superior flour from wheat, rye and buckwheat are manufactured on the banks of the Genesee. Among the pioneer mills that continue to maintain a high standard of excellence in product and sustain a first-class reputation in all respects is the noted plant known as the "People's" mills, erected on Brown's race, near Factory street, by E. Bradfield in 1850. Coming into the possession of Mr. Geo. F. Merz in 1871, these mills were entirely remodeled and refitted throughout with all modern improvements, including a superb equipment of roller process and gradual reduction machinery, and it is no exaggeration to state that, extent considered, no more complete mills exist in any of the Eastern States. The building itself is of stone, four stories and basement, 50x80 feet, and has an unfailing supply of water power from the Genesee via Brown's race. Eight men are employed, and the output, embracing celebrated brands of high-grade spring and winter wheat flour and buckwheat flour (the latter a leading specialty during the winter months), is sold to the trade in all portions of New England, New York, Ohio and Michigan, and is much sought by consumers who are particular in the matter of breadstuffs.

Mr. Merz is of German birth, settled in Rochester in 1850, is an influential member of the Chamber of Commerce and a respected citizen.

JAMES LANEY & CO.,

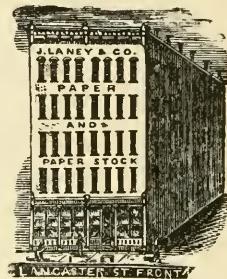
Manufacturers of Plain Tinware—Wholesale Dealers in Stamped and Japanned Ware, Agate Iron and Granite Iron Ware, Wrapping Papers, Glassware, etc.—Office, Nos. 15 and 17 Elm St.; Warehouses, Nos. 16 and 18 Cortland St. and 724 and 730 East Main St.



The above-named house is one of the most extensive of the kind in the State, and is composed of M. J. Barker and E. G. Laney. They have a commodious office at Nos. 15 and 17 Elm street, occupying as a warehouse the big brick building Nos. 16 and 18 Cortland street—in all six floors, affording 50,000 square feet of shop, storage and salesrooms. The shops, employing twenty workmen, are fitted up with all requisite machinery and special tools, and turn out vast quantities of plain tinware, consuming some four thousand boxes of tin plate annually. In addition the house handles every variety of stamped, japanned, agate and granite iron ware, and can fill orders to any extent at manufacturers' quotations, their trade extending to every State in the Union. They also deal largely in wrapping papers, glassware and kindred goods.

An important branch of the business of this house is the collection, assorting and shipment to Eastern and Western manufacturers of rags and old metals, employing for the purpose of collection two hundred wagons, which traverse all portions of New York State, the receipts averaging fifteen tons daily.

The firm is a prosperous one, responsible and enterprising.



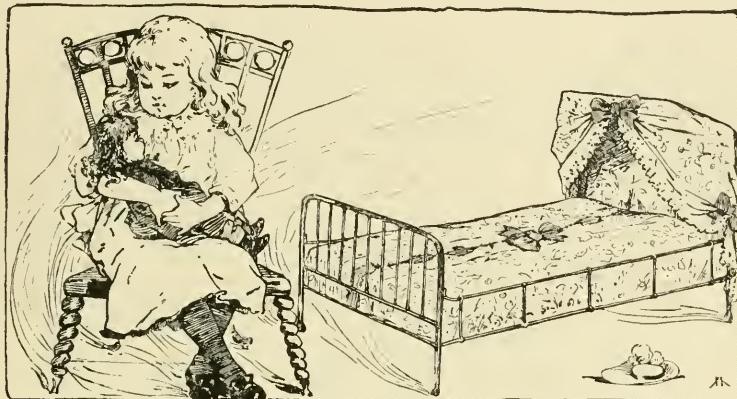
THOMAS OLIVER & SONS,

Manufacturers of and Dealers in All Kinds of Drain and Sewer Pipe and Masons' Materials—Contractors in Portland Stone Walks, Blue and Sawed Stone, Street and Sewer Work, Cellar Bottoms, Sodding and Grading—Office, No. 328 and 330 South St. Paul St., Corner Griffith.

Modern civilization is fruitful of demands upon ingenuity, and it not unfrequently happens that in responding to the call for greater comfort and convenience the inventor unwittingly stumbles upon agencies that conduct to both health and happiness. A case in point is the ordinary stoneware drain and sewer pipe, unknown a few years ago. Once perfected and its advantages demonstrated, it became immediately popular, and for drainage purposes has almost entirely superseded iron and wood, because it neither rusts nor decays, is cleanly, convenient, comparatively light, and ultimately the cheapest material for the purpose ever discovered. So great has grown the demand for this description of underground pipe that depots for its sale are found in every city and progressive town in the United States. Rochester is, of course, liberally supplied, and one of her principal houses in this trade is that of Thomas Oliver & Sons, whose office is at Nos. 328 and 330 South St. Paul and 1, 3 and 5 Griffith streets. The firm are also general dealers in masons' materials—lime, Portland and Rosendale cement, water lime, plaster paris, kaolin, marble dust, plasterers' mortar, plasterers' hair, Rockaway sand, fire brick, fire clay, stove cement, pipe chimneys, well tubing, etc.—and are contractors for Portland stone walks, blue and sawed stone, street and sewer work, cement cellar floors, grading and sodding. The principal streets of Rochester are provided with Portland cement sidewalks, and the handiwork of this firm is seen wherever they exist, as most of these sidewalks are of their construction and are unsurpassed for neatness, cleanliness and durability. A specialty is made of the sale of imported English and German cements. The elder Mr. Oliver came to Rochester, very poor, forty-eight years ago. He has led a life of honest toil, and is at last the possessor of a comfortable competence. He established himself in his present business in 1881, and admitted his sons later—Elmer L. and Horace T. Oliver—on their business merits alone. The house is in a flourishing condition, with prospects of a long career of usefulness.

HAMILTON & MATHEWS,

Dealers in Hardware and Cutlery, House Furnishing Goods, Tin Plate, Sheet Iron, Tinners' Trimmings, Files, Mechanics' Tools, Belting, etc.—No. 26 Exchange St.



Taking into consideration her geographical position, the hardware trade of Rochester is rather surprising both in volume and value. But there are other things besides mere location to be taken into account—among them the progressive character and consequent wealth and growing prosperity of the people who make this their base of supplies, and the wide-awake enterprise of Rochester merchants and manufacturers, who are always among the first in the field with the best goods and latest novelties, whether of home or foreign origin, which are invariably supplied to dealers and consumers on as favorable terms as the most exacting could reasonably ask.

Conspicuous among those who have thus distinguished themselves is the old and noted house of Hamilton & Mathews, founded in 1865 by Love & Hamilton on West Main street. The present firm was organized in 1867 and in 1877 removed to No. 26 Exchange street, where they have erected their present store. The members are Messrs. Arthur S. Hamilton, Robert Mathews of the original firm, and James H. Boucher, all well-known and respected citizens, popular business men and energetic promoters of every enterprise that gives promise of resulting in the advantage of Rochester. They are among the most active members of the new Chamber of Commerce, of which influential body Mr. Hamilton is a manager and executive committee-man. The house is a leading one in its line of trade and commands a vast patronage from Eastern, Central and Western New York, more particularly along the main line and branches of the N. Y. C. & H. R. railway, and from Northern Pennsylvania.

The premises at No. 26 Exchange street are worthy of so prominent a concern, and comprise an imposing four-story-and-basement building, $25\frac{1}{2}$ feet front by 156 feet deep, with ornate stone front and immense plate glass windows, the property of the firm. The first floor is set aside for the accommodation of the retail trade exclusively, and is one of the most complete and conveniently arranged stores in the city. On the second floor are the offices and sample rooms for wholesale buyers, and the third and fourth floors and lofts over the adjoining Nos. 24, 28 and 30 Exchange street are utilized for the storage of stock and for shipping purposes. The house carries inexhaustible lines of builders' hardware, edge tools, files, cutlery, tin plate, sheet iron, tinners' trimmings, leather belting, house furnishing goods, etc., and offers superior inducements to the trade. A specialty of their own manufacture, very popular and salable, is the neat and tasty "Golden Rod" doll's brass bedstead, illustrated herewith, strong and durable, made of best brass wire, riveted by a patent process. It can be folded and forwarded by mail or express, and every little girl should have one. They are made in four sizes and styles of upholstery and sold from \$1 to \$12 each.

A. S. MANN & CO.

Abram S. Mann and Elbert B. Mann—Dealers in Dry Goods, Fancy Goods Notions, Hosiery, etc.—Powers Block, State Street.

A conspicuous representation of the dry goods trade of Rochester and of Western New York is the elegant establishment of A. S. Mann & Co., Powers Block, State street, where the firm occupy one of the most convenient and attractive store-rooms in the city, tastefully and luxuriously arranged and appointed, with ample storage basement below. This firm has been engaged in its present calling for many years, and has learned by experience what is required by the best class of buyers in this market. Consequently its counters are at all times crowded with the wealth, fashion and good taste of Rochester and vicinity, in search of the very latest styles and most reliable fabrics from the celebrated English and French looms, together with laces, lingerie, notions, etc.

It has been aptly said that no store of the kind in the United States—not even excepting those of the metropolis—is more magnificent or better stocked as regards variety of choice goods, and the discriminating fair sex of Rochester, appreciating this fact and recognizing the forethought and labor which enables them to obtain at home the choicest importations, lavish upon Messrs. A. S. Mann & Co. a patronage that makes this the most popular as it is already one of the most carefully conducted and prosperous dry goods emporiums in the city.

VAN DE CARR SPICE CO.

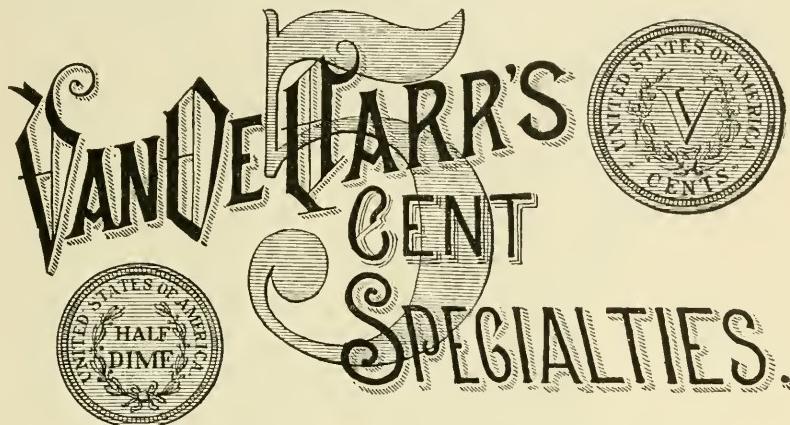
R. D. Van De Carr, Manager; N. M. Van De Carr, Superintendent—Jobbers of Coffee and Spices, Manufacturers of Dry Mustards, Cream Tartar, Baking Powder, Flavoring Extracts, and Grocers' Sundries.



The goods of this company are so well known and popular throughout the Middle and Western States as to need no special commendation at our hands. We print above a cut of their extensive plant, which is a four-story brick building, 80x88 feet, located on South Water street, Nos. 17 to 25. There are from twenty to twenty-five employees in the building, and four salesmen kept constantly on the road. The machinery is of the most improved pattern, and consists of a 25 horse-power boiler and engine, coffee roasters and granulators, spice mills, mustard and baking powder machines, printing presses, elevators, etc.

Mr. R. D. Van De Carr, the present manager, originated the house in 1863, and it is mainly owing to his splendid business ability, energy and industry that the enter-

prise has reached its commanding position in the manufacturing and commercial world. His son, Mr. N. M. Van De Carr, now superintendent, is a practical spice miller and coffee roaster. He has a thorough knowledge of every branch of the business pertaining to manufacture. There is every indication that the Van De Carr Spice Company has yet before it many years of prosperity and usefulness. This house manufactures extensively a line of goods known as



There are seventy or more articles on the list at present, to which they are constantly adding new goods. No small amount of credit is due this enterprising house for the excellent style and superior quality of the goods they are placing on the market. The large and increasing sales attest their popularity and worth.

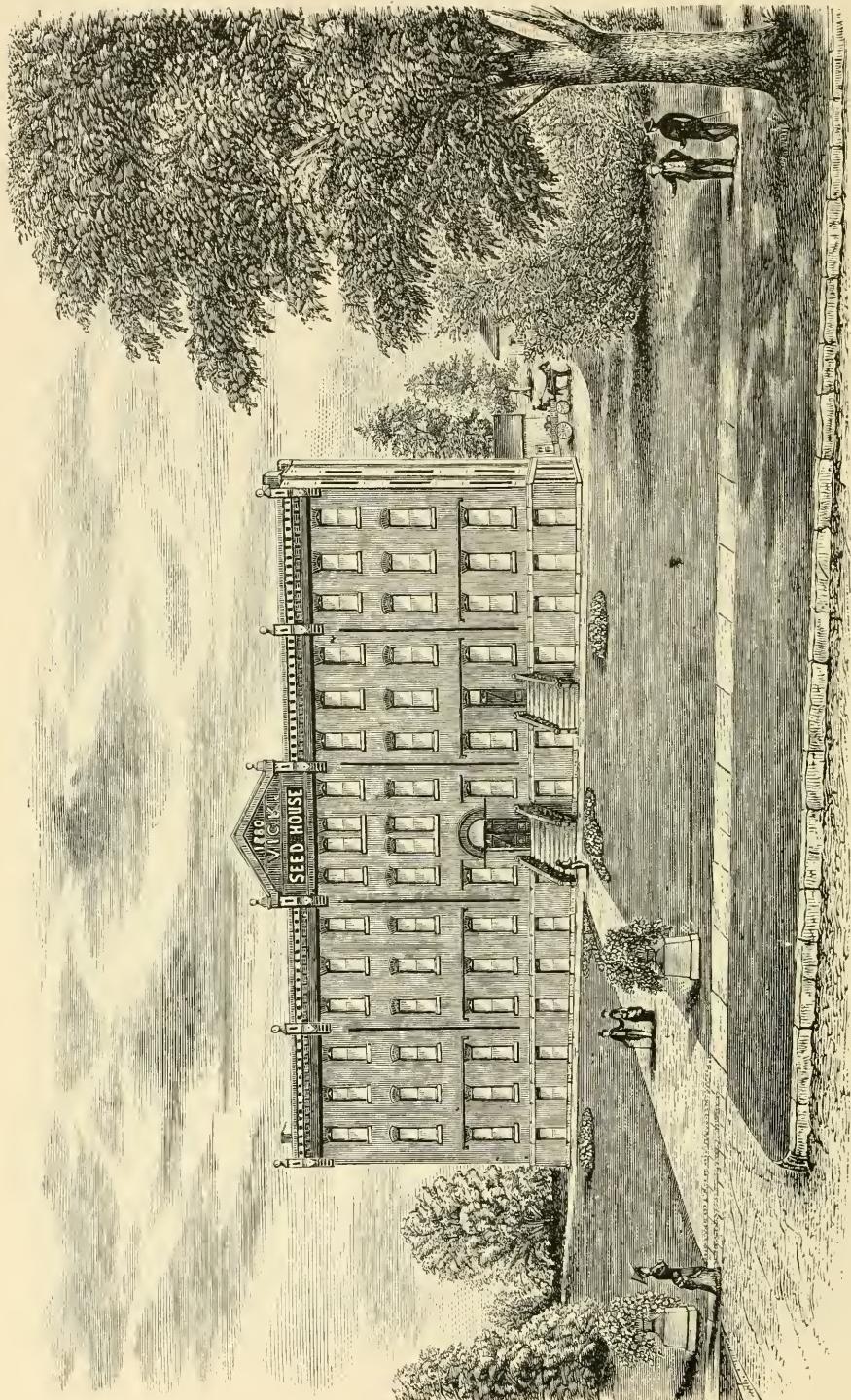
ROCHESTER BRICK AND TILE MANUFACTURING COMPANY.

Ira L. Otis, President and Treasurer; Edward Harris, Secretary; Manufacturers of Terra Cotta, Drain Tile and Pressed Brick—Works at Brighton, N. Y.; Office, Room 243 Powers' Block.

The great fire of Chicago in 1871 created a revolution in building materials, as that fearful calamity demonstrated the inefficacy of stone as a fire-proof substance and exhibited the excellent qualities of brick as an indestructible article when assailed by fire. Therefore, brick has become the favorite substance employed in the erection of large and fire-proof buildings. It was also found expedient to devise some other ornament than the old-fashioned caps and sills of stone, to make the buildings handsomer and more architecturally perfect; and terra cotta was found to admirably serve this purpose.

The largest house in Western New York that manufactures these articles is that of the Rochester Brick and Tile Manufacturing Company, of which Mr. Ira L. Otis is president and treasurer, and Mr. Edward Harris secretary. This house was established in 1853, and was re-incorporated in 1883, with a capital stock of \$84,000 and the officers as at present. Their yards and works at Brighton cover two hundred and fifty acres and there are employed two hundred workmen and a large quantity of the latest designs of brick machinery. There are manufactured fifteen million bricks annually, besides large quantities of terra-cotta, drain tile and pressed brick. The product of these works finds ready purchasers in this city and adjacent localities, and within the past two years the Rochester Brick Manufacturing Company have furnished the brick for the new Safe Deposit building, the Ellwanger & Barry building and the New York, Lake Erie and Western depot, besides to other innumerable minor enterprises.

Both officers of the company are old residents of this city and well-known business men, and the success which they have achieved is conceded to be simply their due for their integrity, perseverance and excellent business methods.



JAMES VICK, SEEDSMAN.

Grounds, East Ave, and near Lake Ontario: Warehouse, East Ave, and Floral St.—Frank H. Vick, President; Charles H. Vick, Secretary; James Vick, Treasurer.



It is safe to say that very few intelligent reading people in this country or in Europe, whether immediately interested in agriculture, horticulture and floriculture or not, are entirely uninformed concerning the name and career of the much-lamented gentleman whose protrait we print herewith—the most industrious, progressive, successful and eminent man who ever turned his attention to improving and cultivating flowers and vegetables and the arousing of a widespread interest in this useful and beautiful work. Mr. Vick's life history is thus briefly outlined: He was born in England in 1818, and brought to New York by his parents while a child. Having served a three years' apprenticeship to the printing business, he settled in Rochester and for a time wrought at the case, cultivating a beautiful garden in his leisure hours and gradually acquiring a practical knowledge of plants and their habits which fitted him in part for his future career. He opened correspondence with distinguished botanists, florists, gardeners and others on both sides of the Atlantic; established the *Horticultrist* monthly; assumed editorial charge of *Moore's Rural New Yorker*; contributed to leading publications of the same class elsewhere; continued his ex-

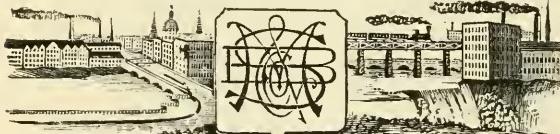
periments and labors as a cultivator, and came in time to be regarded as a high authority on field and garden. In 1855 he withdrew from the tripod, and for the remainder of his life devoted himself to practical out-door work, gradually extending his operations until at the time of his death, in 1882, he had under cultivation two separate tracts of land—one of 100 acres fronting on East avenue in the city, the other of 60 acres, four miles north, near Lake Ontario. He was also publisher of *Vick's Flower and Vegetable Garden*, *Vick's Floral Guide*, and *Vick's Illustrated Monthly Magazine*, all beautifully illustrated and printed and ably edited, and each having an enormous patronage among the educated rural classes of the entire continent. The magnificent East avenue warehouse (including a thoroughly equipped printing establishment) was erected and occupied in 1880. It is of brick, 54x162 feet, four stories and basement, and the largest, most convenient and in all respects most perfect establishment of the kind on earth. A large number of greenhouses of ample dimensions, heated by hot water pipes, are provided at each of the farms for the safe keeping during winter of delicate roots, bulbs, flowering plants, etc., and the services of one hundred and twenty-five people are required in the various operations of the house the year round.

Since the demise of the elder Mr. Vick the business founded by him has been continued in all its ramifications by his sons, James, Frank H., Charles H., and E. C. W.—the last named retiring in 1885. The company as it now stands was incorporated July 1, 1885, as "James Vick, Seedsman," with a capital stock of \$125,000, Frank H. Vick, president; Charles H. Vick, secretary; James Vick, treasurer—all born here and bred to the calling in which they are engaged. It is almost superfluous to add that with their experience and unlimited facilities they will continue at the head and front of the trade in flower and vegetable seeds and small fruits.

All of the brothers are connected with the new Chamber of Commerce, and are recognized leaders in every movement having for its object the manufacturing and commercial advancement of the city of their birth.

M. B. SHANTZ & CO.

Moses B. Shantz, Henry Osgood and John S. Bingeman—Manufacturers and Importers of Buttons—No. 111 North Water St.



over the United States. Mr. Shantz was formerly manager of the largest button manufactory in Canada, at Berlin, Ont., and is one of the best known men in this business. He came to Rochester in the summer of 1887 to found this house. Mr. John S. Bingeman was formerly connected with the house of Bingeman, Shantz & Co., importers of trimmings, buttons, etc., of Berlin, Canada, coming here to enter the enterprise in which he is at present engaged.

The building occupied by the firm is at No. 111 North Water street, and comprises four stories and basement, 25x90 feet, where they have an excellent line of special machinery for the manufacture of buttons, and employ a large number of hands. The specialties of their trade are ivory coat and vest buttons, the material of which they are made being vegetable ivory, a substance which has all the hardness of elephant ivory without the brittleness of the latter material, and takes an equally fine polish and finish. The vegetable ivory is imported from Africa, Mexico, Peru, Ecuador and other Central and South American countries direct, and large quantities of it are used by this firm.

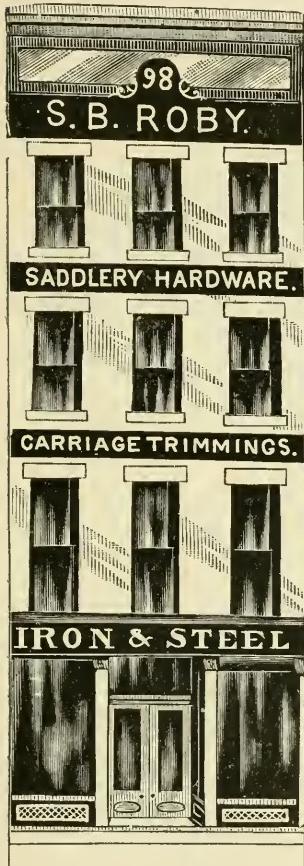
Since the establishment of this enterprise business has been extremely good, and the probabilities are that the present output will be doubled before the ending of the year's business.

Mr. Shantz, as will be seen by reference to the account of his former connection with the Canadian house, is one of the oldest manufacturers in the country in this line. This house is the only enterprise manufacturing buttons in Rochester.

This unique enterprise was founded by Mr. Moses B. Shantz, the senior partner, during the summer of 1887, and the firm has already augmented the excellent trade enjoyed by them all

SIDNEY B. ROBY,

Wholesale Dealer in Iron and Steel, Carriage Materials, Blacksmith Supplies, Saddlery Hardware, Horse Clothing, etc.—Agent for Rochester Wheel Co.'s Wheels, S. B. R. & Co. Steel Tire, and Harland & Son's English Varnishes—Importer of English Broadcloths and Corduroys and German Sleigh Plushes—Nos. 98 State and 67, 69 and 71 Mill Sts.



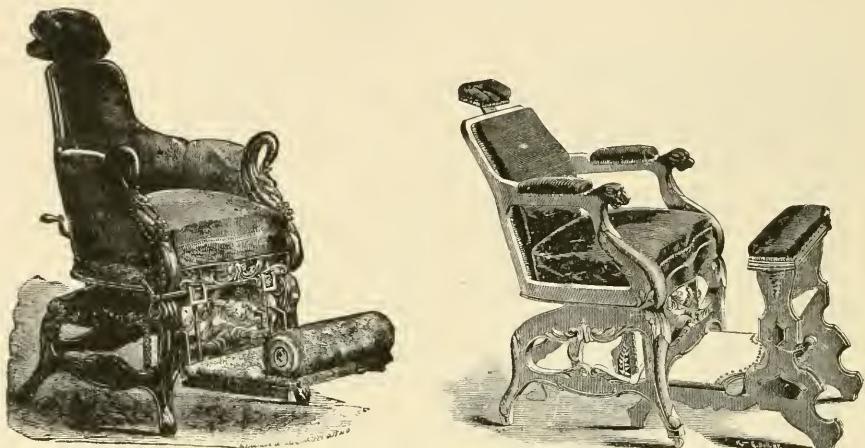
This is not only the largest but the pioneer house of the kind in Western New York, established by its present proprietor nearly thirty-five years ago, in 1853. Mr. Sidney B. Roby, a native of Oneida county, served his apprenticeship in New York city, and in the year named came to Rochester, a young and enterprising man, and set up in business for himself on State street opposite Market. In 1854 Mr. S. A. Stevens became his partner under the firm name of Roby & Stevens, but retired in 1858, Mr. Roby continuing alone until 1870, when Mr. Henry W. Carey was admitted and the style changed to S. B. Roby & Co. Mr. Carey remained until 1882—twelve years—when he also retired, and Messrs. M. F. Brown and S. J. Roby became partners under the former style. Both of these gentlemen retired in 1884, since which time Mr. Roby has managed the business on his individual account and under his own name. It should be remarked here that in all these changes Mr. Roby never entirely relinquished the direction of affairs, and he may justly claim the honor of originating and developing to its present immense proportions the splendid establishment over which he presides with as much vigor and sagacity as ever. In 1870 he purchased the building previously occupied by E. S. Boughton, dealer in hardware and iron, remodeled and restocked it, and has remained in the same place up to the present time, though the premises have required several enlargements and improvements, now comprising two buildings, one 20x204 feet, fronting on State street, the other 36x90 feet, fronting on Mill street. Both are four stories in height, with commodious basements, and run clear through the block, affording unobstructed access to any department from either street.

Twenty-five men are required as assistants, and the amount of business transacted—almost exclusively with dealers and carriage manufacturers in this State and Pennsylvania—is something enormous, as is shown by the fact that his receipts and shipments by rail and canal exceed in tonnage those of any house doing business in Rochester. Mr. Roby is also the founder and sole proprietor of the Rochester Wheel Company, whose plant, noticed elsewhere in these pages, is the most extensive of the kind in the State.

Mr. Roby carries vast and varied stocks of all materials and goods in his line—iron, steel, carriage materials, blacksmith supplies, saddlery and harness hardware, wheels, steel tire, English varnish, English broadcloths and corduroys, German sleigh pluses, and everything required by the trade. He imports goods of foreign make for his own trade, and enjoys other advantages which enable him to quote such figures as no rival dealer west of New York can offer. He is a prominent citizen and a leading member and director of the Chamber of Commerce.

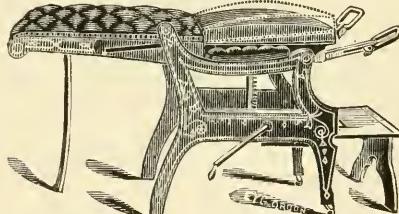
ARCHER MANUFACTURING CO.

GEO. W. ARCHER, President; JNO. W. ARCHER, Vice-President; HENRY C. WHITE, Secretary and Treasurer—Manufacturers of Dentists', Barbers' and Physicians' Chairs, Piano and Counter Stools, etc.—Office and Factory, Nos. 5, 7 and 9 North Water St.; Branch Office and Warehouses, No. 227 Canal St., New York.



The Archer Manufacturing Company, incorporated with a paid-up capital of \$85,000 in 1884, was founded more than thirty years ago by R. W. Archer & Bro., who commenced in a small way, but gradually built up a flourishing business, which they continued until 1873, when Mr. Geo. W. Archer succeeded and for the ensuing seven years conducted both factory and office with increasing success. In 1880 he admitted as a partner Mr. Jno. W. Archer, and up to the time of incorporation the style was Geo. W. Archer & Co. The importance of this great industry to the city, and the powerful influence for good it exercises, is generally recognized by all classes, and probably the elimination of no other manufacturing concern here would be greeted with more widespread regret, should the proprietors determine to remove, which is hardly supposable, since all their interests are here and they themselves are personally identified with the city.

The Archer Manufacturing Company's plant at Nos. 5, 7 and 9 North Water street is one of the largest, most complete and valuable of the kind in this country, or any



other, occupying a spacious and substantial six-story brick building 50x100 feet, with basement and sub-basement under all, and provided with both steam and water power for the operation of a magnificent equipment of ingenious and improved modern wood-working machinery, much of which was specially designed and constructed for this concern. Entering from the street the visitor finds himself in the office and sales-room department, where he may inspect at his leisure the most comprehensive and

beautiful display of elaborate physicians', dentists' and barbers' chairs, piano and counter stools and kindred goods ever collected under one roof. The second floor is utilized as an immense wareroom for the storage of goods preparatory to shipment. On the third floor is the upholstering and fitting department; on the fourth the wood-working and cabinet department; on the fifth the finishing and varnishing rooms, and the sixth floor is devoted to the storage of upholstery and hardware stock, patterns, etc. Perfect order and system reign throughout, and, aided by the unsurpassed mechanical appliances so lavishly provided, the one hundred skilled operatives turn out vast quantities of superb goods, which are sold in every principal market of Europe, Asia and America, wherever scientific medicine and dentistry flourish, or comfort and luxury are appreciated adjuncts of the barber's art. We have not at our disposal the space for a detailed description of these goods, and therefore refer the reader to the accompanying cuts. Full catalogues and descriptive price lists are supplied to the trade on application.

Mr. Geo. W. Archer, the president of this wonderfully successful company, is one of Rochester's leading citizens and most enterprising business men, an incorporator and director of the Merchants Bank, vice-president and a director of the Brush Electric Light Company, president of the Rochester Driving Park Association, and largely interested in Pennsylvania oil lands, as well as valuable real estate in this vicinity. The handsome and commodious Archer block on St. Paul street, erected at a time when imposing buildings were scarcely thought of for that thoroughfare, presents an example of his far-sighted public spirit. He also owns the building occupied by the Archer Manufacturing Company, all of whose officers are devoted and enthusiastic Chamber of Commerce men.

THE MERCANTILE AGENCY.

**R. G. Dun & Co., Proprietors—Established 1841—Principal Office, New York;
Rochester Office at No. 75 State St.—Thomas B. Griffith, Manager.**

This wonderful system of furnishing mercantile, commercial and financial ratings was established by Judge Lewis Tappan of New York city in 1841, at that metropolis. The business, after passing through several mutations of proprietorship, ultimately became concentrated in the present corporation of R. G. Dun & Co.

The work done by this house, in the vast quantity of valuable information furnished to its subscribers, is too generally known to require much elaboration at our hands, for there is no place in the United States or Canada of any size or importance where there is not an agency of this celebrated house. The work performed by them requires an annual outlay of some \$3,000,000, and the maintenance of one hundred and twenty-five branch offices, which are in charge of most capable and experienced managers.

The agency has also an extensive law and collection department. This department of the Rochester office is under the charge of Mr. Scott Cummings, one of the leading attorneys of Rochester, and conducts a very large collection business throughout the country.

The branch in this city was founded in 1870, and at the present time occupies the commodious offices on the first floor of the Wisner block, at No. 75 State street, where twenty employes are constantly kept busy in the multifarious duties necessitated by the magnitude of this enterprise.

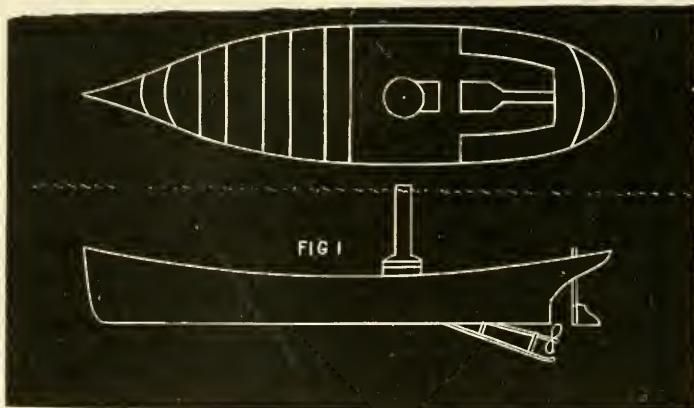
This branch is under the competent administration of Mr. T. B. Griffith, for several years connected with the New York office. Under his able management this branch has become one of the most prosperous in the business. Mr. Griffith is widely known through this section of the State. He is a very energetic, thoroughly capable, efficient and popular gentleman, of broad and liberal views, whose personal affability and courteous demeanor are no small factors in the prestige of the agency here. He was one of the originators of the Rochester Chamber of Commerce, acting as secretary for some time before a permanent secretary was appointed, and it was largely through his efforts that the organization attained its present magnitude, being now one of the most powerful business organizations in the State, with a membership of over three hundred and fifty members.

H. B. WILLIAMS & CO.,

Manufacturers of Patent Steel Tubular Boilers, Small Marine and High Speed Engines, Light Draft Steam Launches, the Patent Automatic Skag, etc.—No. 149 State St.



This well-known house manufactures pleasure and fishing boats, and also fits them up with their celebrated boilers and engines. Inasmuch as there are innumerable other houses in the country that do the same thing, the query arises, wherein are the



manufactures of Messrs. H. B. Williams & Co. better than those of any other make ? The answer is in the excellence of their patent tubular steel boilers, the compactness and perfection of their engines, the superiority of their build of boats, and their peculiar and unapproachable patent device, the automatic adjustable skag, illustrated above. In deep water the propeller is completely submerged, thereby attaining its full power, but as any shoal water or obstacle is reached by the boat as it passes over it, the skag is gradually lifted until the entire mechanism is a little higher than the level of the keel, the propeller meanwhile working as regularly as ever.

Messrs. H. B. Williams & Co. also make excellent engines for manufacturing purposes, of one, two, three, four, six and ten horse-power, that are claimed to be the best

in the market. They are highly finished, furnished with the patent steel tubular boiler, are of great strength and durability and warranted to give satisfaction.

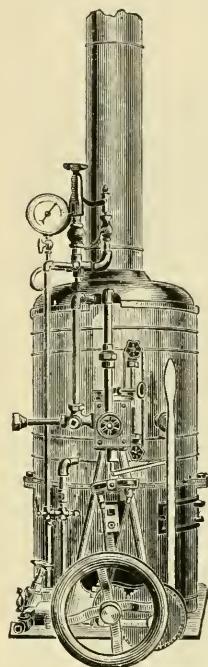
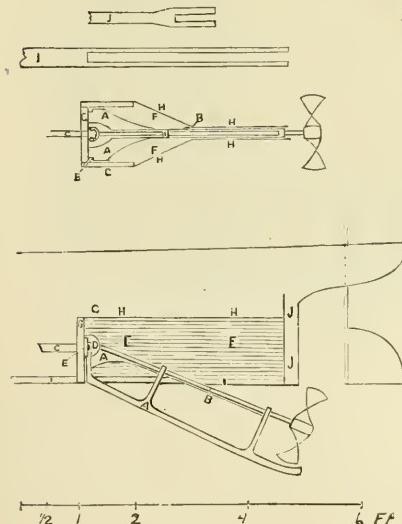
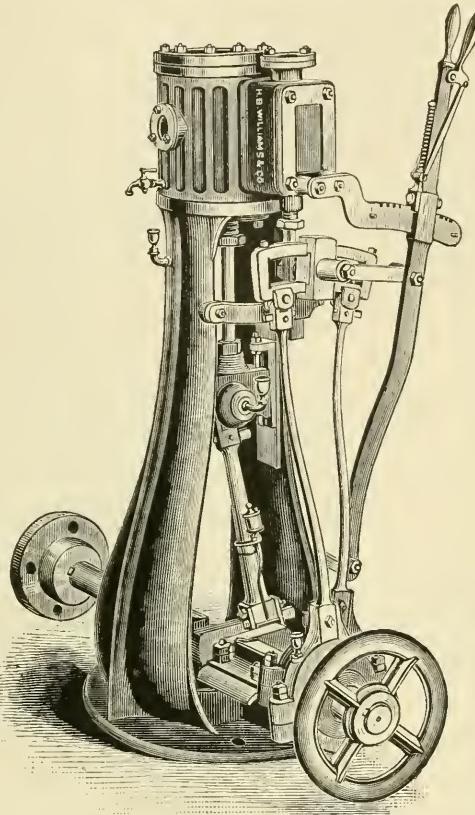


PLATE 1.

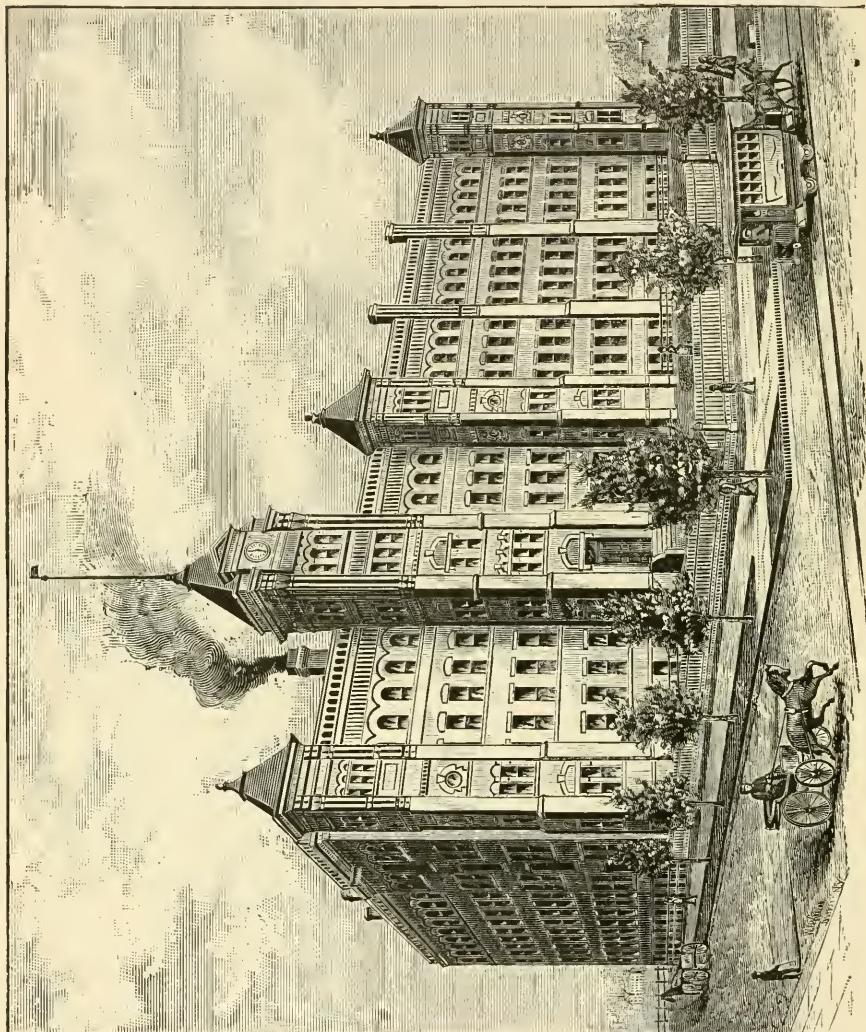


The boats built are Carvel build and are of very light draft and of great beauty of construction. The illustrations presented herewith will give some general idea of their outline, and by communicating with Messrs. H. B. Williams & Co. at No. 149 State street they will mail a full descriptive catalogue and price list. They are also building large passenger and freight steamers, with either single or double wheels, on the same light draft principle, and also build direct-acting steam yachts.

The members of the firm are natives of the city and thoroughly practical mechanical engineers of extensive experience.

BAUSCH & LOMB OPTICAL CO.

Manufacturers of Microscopes, Telescopes, Photographic Lenses, Eye Glasses, Magnifiers and other Optical Instruments—Nos. 531 and 543 North St. Paul St., Rochester, N. Y.; Branch Office, Nos. 48 and 50 Maiden Lane, New York City.



One of the most important and influential integers of the commercial advancement and prosperity of this city is the magnificent establishment of the Bausch & Lomb Optical Company, occupying their own handsome building from Nos. 531 to 543 North St. Paul street, where they manufacture the finest quality of microscopes and accessories pertaining to them, magnifiers, eye glasses, etc. The company after a series of experiments, have succeeded in producing photographic lenses of

the highest order, the manufacture of which has become a separate and important department.

The comprehensive factory was established by J. J. Bausch and H. Lomb in 1860. The buildings are complete and perfectly arranged for the various purposes required, and in the factory proper the most systematic division of the work performed is made and the operation of this, the largest establishment of its kind in the United States, and one of the largest in the world, is more like the movement of a beautiful and accurate piece of mechanism than a manufactory wherein three hundred operatives are employed.

As can readily be imagined from the exceeding delicacy and perfect adjustment of the many articles made, the workmen all require an exceptional degree of skill and intelligence in their several provinces, and they are carefully selected with this end in view. The special machinery used by the company is also constructed for the most part by themselves from their individual designs. The main building is five stories high, 200x30 feet, with a wing of the same height, 60x26 feet, both built in the most substantial manner and presenting a very handsome architectural appearance. Two additions have also been erected—one of two stories high, 36x40 feet, and the other three stories 24x48 feet. The engine and boiler rooms are 60x30 feet and contain two engines, one of fifty-seven horse-power, and the other of two hundred horse-power, supplied by two one-hundred horse-power boilers.

Messrs. Bausch & Lomb are old citizens of Rochester and have long been identified in a prominent manner with all that tended to the material advancement and prosperity of the city. From a comparatively small commencement, this enterprise has been built up until now it is the largest in the country, their sales being made all over the civilized globe and very many of the articles of their manufacture having been adopted by the army and navy departments of the U. S. government. Business with the company is very good and is rapidly increasing, and the Bausch & Lomb Optical Company have, during the past year, added many improvements and facilities besides extending their buildings to accommodate this augmented trade.

The company have also established a magnificent library for the use of their employees, and have also in successful operation a mutual benefit association that is of vast assistance to their workmen and unanimously availed of by them. Branch office at Nos. 48 and 50 Maiden lane, New York where there is a full stock of goods always on hand for the convenience of their customers.

ROCHESTER SEWER PIPE CO.

Ira L. Otis and William H. Gorsline, Proprietors—Manufacturers of Steam-Pressed, Salt-Glazed, Vitrified Sewer and Drain Pipe—Manufactory and Yard, Oak Street: Office, 253 Powers' Block—New York Office and Yard, East 138th St., Mott Haven.

There is no more important accessory to a healthy residence than proper sewerage facilities, and for these to be complete in their arrangement and use good sewer pipe and drain pipe is absolutely needful, sewer pipe that is absolutely water and air tight, impervious to the noxious gases generated by the feculent matter carried away by pipe. Such material is made by the Rochester Sewer Pipe Company, of which Messrs. Ira L. Otis and William H. Gorsline are proprietors, and whose extensive premises, covering three acres of ground, are located at Oak street, where they employ seventy operatives, and have a large plant and a large quantity of improved machinery for the manufacture of steam-pressed, salt-glazed, vitrified sewer and drain-pipe. The amount of the company's annual sales averages \$600,000, and these are made throughout the States of New York, New Jersey, Pennsylvania, and New England and Canada.

The business carried on by Messrs. Otis & Gorsline is one of the oldest in the State, having been established for many years, and is also one of the largest, consequent upon the superiority of the goods they manufacture. Both members of the firm are old residents of Rochester, and are eminent both in their individual and commercial capacities, Mr. Gorsline having been elected manager of the Chamber of Commerce for three years at the election of December 19, when the new Chamber took its primal corporate existence.

The home office is at room 243 Powers' block; the New York office and yard at East 138th street, Mott Haven.

JOHN A. SMITH,

Manufacturer of Sash, Doors and Blinds, Dealer in Plate and Sheet Glass at Wholesale and Retail—Nos. 175, 177, 179 and 181 Exchange St.



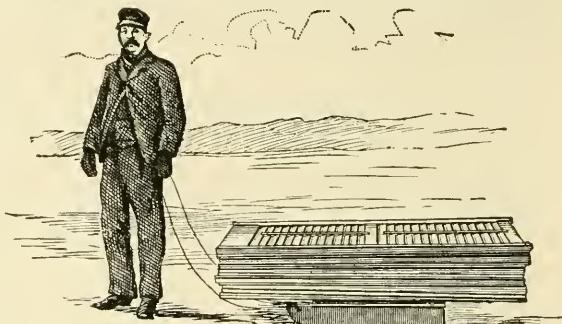
pairs of blinds—to his customer, in January, 1877, he being unable to pay a drayman. This incident is illustrated below. There is also a special machine, which is the only one in the world, for plowing and boring window sash, and which was invented by Mr. Smith and specially constructed for him. This machine automatically bores a hole at right angles and plows a groove for the cord to work in, whereby the old system of attaching cord to the sash is dispensed with. By the new method the cord is simply knotted, not nailed to the sash, and is kept taut by the sash-weight, and when it becomes frayed or worn out it is easily and readily removed and replaced. Another machine specially made for Mr. Smith after his design is a blind mortise machine, which mortises the wood-work so that no ends are perceptible, a great improvement over the old method.

From his beginning the first year of transactions—amounting to less than \$5,000—he has amplified his trade until now it amounts to over \$100,000 annually, and has a very large local trade, besides making shipments of large quantities of various materials to all parts of the United States.

The plant operated by Mr. Smith is the largest throughout Central and Western New York, except one or two similar factories in Buffalo. He makes sash, doors, blinds, mouldings, brackets, newels, balusters and stair rails, and also makes a specialty of interior wood-finishing, during the past year having manufactured such material for the new Clinton Hotel, the Ellwanger & Barry block, the Bausch & Lomb Optical Company's new addition to their building, the Meyer building, and many others. Mr. Smith uses every year nearly two million feet of pine and hardwood lumber, and has on his commodious premises seven dry kilns where he can dry seventy-five thousand feet of lumber simultaneously.

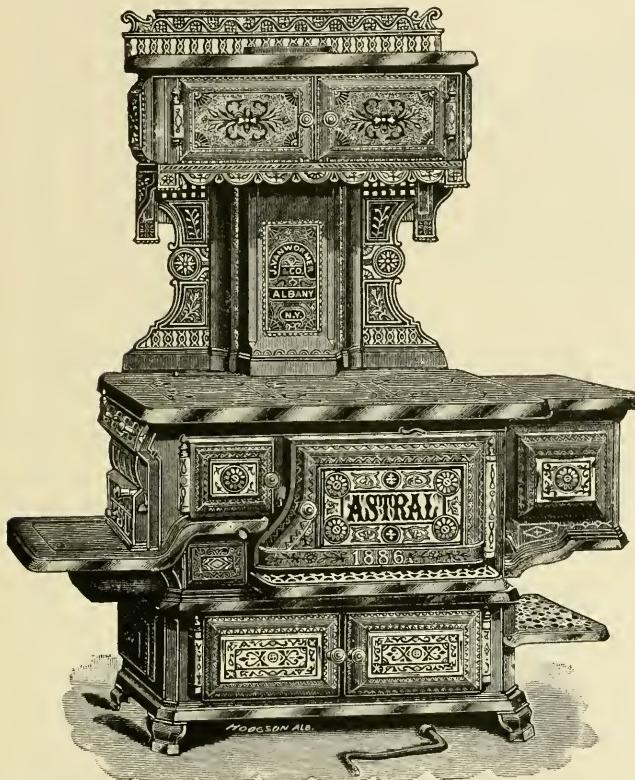
Mr. Smith also deals in plate and sheet glass at wholesale and retail, in which branch his sales amount to \$25,000 per annum. Business with this enterprising house has been extremely good during the past year, rendering it necessary to run the factory at its full working capacity, and the indications for the current year are that it will be needful to similarly tax the resources of manufacture.

This enterprise, which now ranks among the most important of the industries of this city, was established by the present proprietor in December, 1876, and at the present time occupies the commodious buildings at Nos. 175 to 181 Exchange street, where two floors are occupied, 65x154 feet, the area of floor space being 20,100 feet, where fifty workmen are employed and a particularly fine plant of improved wood-working machinery of all classes. At the time of Mr. Smith's starting in the business his capital was \$2,50, and he used the hand-sled to haul his first manufacture—six



WARRANT & SOUTHWORTH,

Dealers in Hardware, Ranges, Cooking and Parlor Stoves—Tin, Copper and Sheet Iron Workers—No. 36 South St. Paul, St.



style of T. M. & J. W. Warrant, T. M. Warrant being one of the most skillful mechanics of his time, their shops being located at No. 18 South St. Paul street. The senior member subsequently retired, and in 1850 the remaining member admitted a partner in the person of Mr. J. B. Southworth, a native of Warren, Oneida county, N. Y., who had resided here for sixteen years previously. This, briefly, was the origin of the noted hardware, stove, tin, sheet iron and copper house of Warrant & Southworth, which in 1852 removed to the location ever since occupied by it, No. 36 South St. Paul street. From the first the policy of the firm has been one of strict integrity, straightforward dealing, promptitude and liberality, and it enjoys the rare distinction of having weathered every financial storm of the past thirty-six years triumphantly and with honor, has always paid its creditors one hundred cents on the dollar, and is, if possible, sounder to-day than ever before. Here is a record to exhibit with satisfaction.

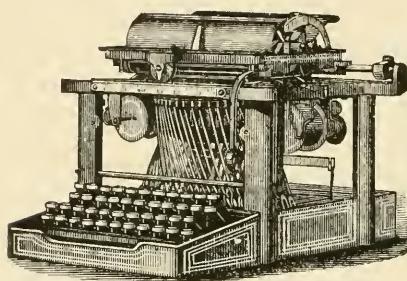
The firm own and occupy all of the four-story building, 20x85 feet, at the place named, No. 36 South St. Paul street, one of the most commodious and conveniently arranged of the kind in the country.

The firm of Warrant & Southworth make a specialty of the manufacture of milk cans, and these articles are conceded by the trade and users to be the best manufactured. In their copper, tin and sheet iron smithing department they have ample facilities for the execution of all orders at short notice and in the best manner, and in all cases where sales are made or work done guarantee satisfaction to patrons.

In 1819, when Rochester was a village, Mr. Thomas Warrant came here from England—the first coppersmith who ever plied his calling on the banks of the Genesee—bringing with him his family, one of the members of which was a chubby boy baby barely a year old, named John W. Mr. Warrant was an industrious and skillful mechanic, and when his son arrived at the proper age he was taken into the shop and thoroughly taught the art and mystery of coppersmithing with the collateral branches of tin and sheet iron working. When twenty-two years of age—in 1841—John W. Warrant decided to enter into business, and formed a co-partnership, under the

THE REMINGTON STANDARD TYPE-WRITER.

E. G. Wyckoff, General Manager for Western New York—Rochester Branch Office, Room 413 Powers Block.



All business men, and most people who are neither business nor professional men, are more or less familiar with the type-writer in some form, and those who use them are liable to become prejudiced in favor of one kind and against all others—an error more easily fallen into than clambered out of. An excellent rule in this as in most temporal and spiritual affairs is to "prove all things and hold fast that which is good." One of the best evidences of the excellence of a machine, or of anything else depending for its success upon popular favor, is the extent to which it sells—the market that it has made for itself on merit alone.

Applying this test to the type-writer, the figures and general observation show that the Remington Standard leads all others, is in use everywhere, gives universal satisfaction, and is therefore entitled to the award of the name of "best." We have no means at hand of ascertaining the number of these useful—nay, indispensable—machines that have been sold in this country and throughout the civilized world, but some idea may be formed of the demand when the fact is stated that the immense factory at Ilion, N. Y., equipped in the completest and costliest manner with every time and labor-saving device the ingenuity of man can conceive and perfect, and employing three hundred trained and skillful workmen, is constantly pushed to the utmost, and is usually so crowded that orders are booked months in advance of the time when they can possibly be filled.

The history of the type-writer and its vicissitudes at the hands of the inventors is an interesting chapter, but space forbids its insertion here. Suffice it to say that when Messrs. Sholes, Soule, Glidden and Densman had worked and experimented for years, and finally perfected it sufficiently to make it a practicable machine, it was taken in 1873 to E. Remington & Sons' factory to be manufactured in quantities, and placed in the hands of some of the most skillful workmen in the United States, who at once set about improving it—a process continued until the present time, with the results now before us. For some time the Remingtons both made and sold the machine; then Fairbanks & Co., scale manufacturers, handled it for several years through their agents, when the Remingtons again assumed the sales. In August, 1882, the firm of Wyckoff, Seamans & Benedict, of New York city, were appointed sole agents for the sale of the machines throughout the world. Under their management the sales increased to such an extent that the Remingtons were compelled to add to their buildings—already the largest of the kind in the world—and increase the force of skilled artisans. In the early part of 1886 Messrs. Wyckoff, Seamans & Benedict, feeling it important, for many reasons, to be more intimately connected with the manufacture of the type-writer, purchased of E. Remington & Sons the plant and all the franchises and rights of manufacture, and (in connection with a few of their friends) organized the Standard Type-writer Manufacturing Company, who are now the makers of the machines. This company took into their employ all the skilled workmen who had been gathered together by the Remingtons, and profiting by the experience of Wyckoff, Seamans & Benedict as sellers of the machines, and by their knowledge of the requirements which comes only from close contact with users of type-writers, they have made still further improvements in manufacture which the public have not been slow to appreciate. The result is that the demand is constantly and rapidly increasing, and the Remington type-writer takes a place with the finest machinery made in our times.

The general agency for Western New York is located in room 413 Powers' block, Rochester, Mr. E. G. Wyckoff, a son of the senior member of the company, manager. Mr. W. is an active, enterprising and capable young gentleman, and, having the best possible facilities as well as a thorough practical knowledge of the machine and the business connected with it, conducts his agency with extraordinary success. Any desired information may be obtained on application in person or by letter as above.

THE BRADSTREET MERCANTILE AGENCY.

The Bradstreet Company, Proprietors—Executive Offices, Nos. 279, 281 and 283 Broadway, New York—Offices in the Principal Cities of the United States, Canada, the European Continent, Australia, and in London—Rochester Office, Monroe County Savings Bank Building, State St.

It is almost superfluous to explain the purpose and utility of the Mercantile Agency, but as many do not understand its object, we may be permitted to say that the intention is to give reliable information regarding the financial standing of merchants, manufacturers, bankers, etc.

This agency was established in 1849, in response to a demand for advices of the condition and standing of parties seeking credit away from their homes. At that time transactions were made on long time, and purchasers were made to supply stocks semi-annually, because of meager transportation facilities. Originally, only the more important dealers were contemplated, as the work then, as compared with the present, was cumbersome. Gradually, smaller dealers were included, until the existing methods and publications cover every class and degree of business that operates in any degree on credit. Responding to the requirements of the country's great commercial, financial and manufacturing growth, the company has established offices in the more important cities of the United States and Canada, the European Continent and Australia, and has an established correspondence with all civilized countries, thus practically bringing its facilities to the door of every one who may require information regarding the resources and trustworthiness of either home or foreign purchasers of this country's manufactures and products, as well as to promulgate to people of other countries the financial standing of American merchants and others seeking credit abroad.

This company is prominent among the developing powers of commerce, in that it stands in the attitude of an *impartial* and *reliable* reflector of existing facts and features, as its information reaches the thinking and financially strong classes at large. Its reports are considered in the light of a guide, by both investors and those contemplating the granting of credit. In addition to a large corps of skilled employees, more than one hundred thousand correspondents contribute the result of their investigations and opinions.

The system of the Bradstreet Company is interesting, and appeals to the attention of all those who bestow credit. The company observes close relations to its patrons and maintains the same upon a basis of practical and strict business methods. Constant effort is being made to improve the standard of its work, and the expenditure of money is not stinted to attain this end. *Cheap service is a delusion, as the experience of those who seek it attests.* The Bradstreet Company, while making its terms for service as reasonable as the quality of its work will permit, steadily declines to lower the standard to meet the *erroneously called* cheap prices of competitors.

The Bradstreet Company is the oldest and financially the strongest organization of its kind working in one interest and under one management, with wider ramifications, with more capital invested in the business—and expends more money every year for the collection and dissemination of its information than any similar institution in the world.

The company also publish weekly *Bradstreet's*, a journal of trade, finance and public economy.

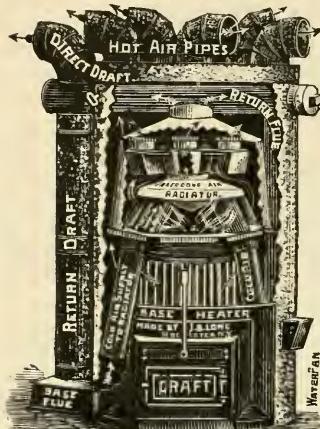
This journal unquestionably has a more extended circulation than any similar paper published. It is an acknowledged authority, not only in the United States and Canada, but in England, on the Continent of Europe, in Australia, and, in fact, everywhere in the civilized world. Its special trade and industrial reports and its synopsis of recent legal decisions constitute an exceedingly valuable feature. As commercial transactions, in the wider sense, are coming to be more and more conducted on the *statistical* basis, the information contained in "*Bradstreet's*" is of the first importance both to producers and middle men. Each edition contains the trade and agricultural situation throughout the United States and Canada, reported by telegraph up to the hour of publication.

The Rochester office has been established many years. It receives, for the use of its subscribers, all the information required to properly serve them, thus giving them the full benefit of the vast amount expended each year in gathering, formulating and promulgating information.

Patrons and others will always be welcome at the offices of the company, which are in the Monroe County Savings Bank building, State street.

J. B. LONG,

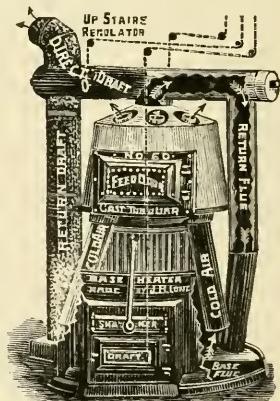
Manufacturer of and Wholesale and Retail Dealer in Water Filters, Combined Water Coolers and Filters, and Cast Tubular Base Heating Furnace, Standard Pieced Tinware and Galvanized Bottom Goods—Nos. 245 to 253 South St. Paul St.



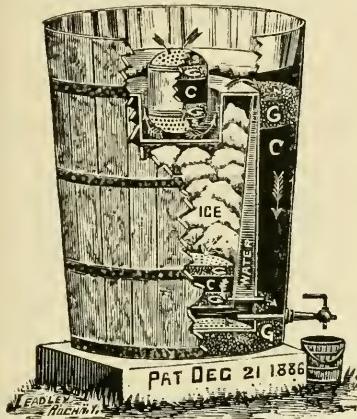
the furnace from the cold air box, giving regular heat in all parts of the house. The style of grate used is anti-clinker, made to shake, dump or rake. The principal advantages claimed are: 1st. It has the largest radiating surface of any furnace of its size. 2d. All parts of its radiating surfaces are so constructed that the cold air comes in direct contact with them before it can possibly enter the conducting pipes to the rooms above, the cold air thereby absorbing the largest possible amount of heat from the heated surfaces of the iron. 3d. It is the only reversible flue furnace made. By turning the damper in pipe the drafts are made to pass down under ash pit into the base flue of furnace, where all air entering furnace from cold air box is emptied upon it before entering the furnace, thereby absorbing all the heat that can possibly be saved from the smoke, or by opening damper make a direct draft to chimney. The six four-inch cold air tubes come down to the top of ash pit with a bottom opening of five inches, taking the cold air direct from the cold air box, which is thoroughly heated by the tubes and inner dome radiator, and coming in direct contact with the fire as it burns and is drawn up on all sides before it passes into the smoke flue above the center of dome and becomes heated and rises out of the top, creates a suction, drawing in a strong current of cold air at bottom, making a large, strong current of cold air thoroughly heated, passing out at top of tubes and entering conducting pipes above, after which we have the whole heat from body and fire pot of furnace, which air as it comes in contact with the heat surfaces of the fire pot and dome, absorbs the heat passing up next to casing and is all mingled together in hood of casing at top of furnace and conveyed through the different pipes to the rooms above as wanted.

It can be set in the cellar, no matter how low, or whether the chimney flue comes to the cellar or is above. All rooms in your house can be heated whether you have hot air pipes in wall or not. It can be set in stores, or on first floors of manufactoryes, heating the rooms in which they are placed, also all rooms above for any building having no cellar or basement. The furnace can be placed on the same floor to be heated, and heat it perfectly no matter how large, and at an even temperature in all parts. Five sizes of these furnaces are made of capacity to warm medium-sized houses, halls, churches and factories. Another style of furnace is also manu-

tured by Mr. J. B. Long, and illustrated herewith, is constructed on an entirely new principle, and for simplicity, durability and economy is believed to have no rival. Constructed throughout of cast iron with cap joints filled with sand, they provide for expansion and contraction, prevent burning out, cracking and escape of gas. The radiating surface is greater than that of any other furnace, the air radiator having six four-inch tubes connecting with cold air box, passing up through inner dome, which is hollow and provided with six four-inch outlets at top of dome; the base is cast with flue under bottom of ash pit. The draft flue is continuous over the top of furnace down inside of casing to bottom of furnace, across under bottom of ash pit to outside of casing, thence to top of furnace, where it connects with chimney. An improved dust damper carries the dust from ash pit to dome and also operates as a check draft the same as the dust damper on all base-heating stoves, this provided to regulate all drafts when the cold air enters



factured similar in many respects to the above, but without the air tubes and inner radiator, and known as the Base Heating Dome Furnace—these combine many features of decided advantage and moreover are considerably less in price than the



Tubular Base Heating Furnace. These two styles are the only base-heating furnaces manufactured that combine all the advantages and good qualities of our best base heating stoves.

Mr. Long is also a manufacturer on a large scale of water filters and patented combined filters and coolers (herewith illustrated), and of standard pieced tinware, galvanized bottom goods, etc. He also deals extensively in stoves, ranges and similar goods. The salesroom and factory for carrying on of his extensive business is the first floor and basement of the large three-story double brick building Nos. 245 to 253 South St. Paul street. Employment is given to forty mechanics in all departments, and the territory embraced in the sale of these standard specialties includes Eastern, Western and Southern States.

Mr. Long is a native of Auburn, Cayuga county, this State, and came to Rochester in 1873, and is rated among our popular and prosperous business men.

FREDERICK A. HEISTER.

**Marble and Granite Works—Modeler and Cutter of Architectural Carvings
Nos. 6 and 8 West Ave.**

The passion for architectural embellishment and for the decoration of architecture itself seems inherent in the hearts of all save savages. The architect himself is ever ready to encourage the real artist who contributes to the further attractiveness of his work, and the public welcomes and willingly patronizes him who softens and beautifies outlines otherwise perhaps too severe.

Rochester is fortunate in having at command the services of one of the most accomplished artists of this class in the United States in the person of Mr. Frederick A. Heister, who established himself here as a modeler and carver in 1886, and is the only master of the craft in the city making specialties of statuary, figure-heads and ornamental carvings in marble and granite. That Mr. Heister's peculiar talents and skill are appreciated is shown by the numerous fine specimens of his work to be seen on the facades, cornices, archways, etc., of the principal buildings erected since his advent, among them the new government building in course of construction, for the ornamental stone-work of which he has the contract. At present Mr. Heister has but four men in his employ, skilled carvers in stone being difficult to secure, but the indications are that he will be compelled to greatly enlarge his works, now 40x80 feet, and increase his working force ere another season. His shop and office are at Nos. 6 and 8 West avenue.

THE STECHER LITHOGRAPHIC COMPANY,

General Lithographers and Publishers of the Horticultural Art Journal—No. 336 North St. Paul St.—F. A. Stecher, President; Charles Wurtz, Secretary and Treasurer.

Of all the ornamental and useful arts none have made greater progress within the past quarter century—nay, within the past decade—than has lithography. It is not too much to claim that, particularly in the United States, this beautiful art now occupies a prominent place in the front rank of those which tend to educate the public taste.

One of the most promising of recent ventures in this field of industry is that of the Stecher Lithographic Company, established under the firm name of Mensing & Stecher in 1870, and incorporated as at present in January, 1887, with Mr. F. A. Stecher as president and Mr. Charles Wurtz as secretary and treasurer, and a capital stock of \$1,000,000. The concern is domiciled in the large and convenient building at No. 336 North St. Paul street, 40 feet front, 110 feet deep, four stories and basement, where they possess every facility for the production of the finest work in unlimited quantities, employing one hundred people, designers, draughtsmen, artists, engravers, pressmen, etc., the machinery plant alone being valued at \$125,000. A leading specialty of the house is the printing of lithographic work for nurserymen, and in this they excel, their reproductions of fruits and flowers being true to nature, even in the more delicate and difficult tints, and exciting admiration wherever exhibited. The company are also publishers of the *Horticultural Art Journal*—a magnificently illustrated periodical—and general lithographers, executing orders to any extent and in the highest style of the art, in appropriate designs and colors for advertising or other purposes. They do a vast amount of work, not only for nurserymen, manufacturers of proprietary medicines, etc., at home, but for patrons all over the United States, Canada, England, Germany and other countries. Trade is always brisk, the company turning out an average of one hundred and twenty-five thousand sheets daily the year round.

FLOUR CITY NATIONAL BANK.

No. 32 State St.

The most important institutions of a city are undoubtedly its banks, upon which so largely depend the prosperity of its commerce. Rochester is favored in having in its midst a concern of such magnitude and reliability as the Flour City National Bank. Established in 1856 under the State law, it was organized as a National bank in 1867. The capital of \$300,000 is supplemented by a surplus of \$330,000. The officers of the concern are H. B. Hathaway, president, of the firm of Hathaway & Gordon, brewers and maltsters; C. B. Woodworth, vice-president, of Woodworth & Sons, perfumers, and also treasurer of the Rochester city street car lines; and William Augustus Waters, cashier; a body of gentlemen whose equal for business capacity and discretionary judgment in all matters pertaining to finance it would be difficult to find. The bank makes loans, effects collections, discounts commercial paper, issues notes, receives deposits, furnishes letters of credit, deals in United States and local securities, foreign and domestic exchange, and, in short, transacts a banking business in the most exhaustive sense of the word. Its correspondents, at home and abroad, are houses of the highest standing in financial circles. It has always lent its active assistance to substantial enterprise, and has been prominently instrumental in the progress of this city. The splendid structure of Connecticut brown stone upon State street, erected, owned and occupied by the bank, contains commodious offices and spacious burglar-proof vaults, perfectly safe receptacles for valuable property. The bank subjects its patrons to no risks, but does a steady business upon a sound system. The directors are men of well-known business capacity, who are particularly fitted for the positions they occupy. They enjoy the complete confidence and the highest respect of the community in the midst of which they have each achieved marked success in other lines of business.

Mr. Hathaway has successfully managed the affairs of this institution since 1884, when he assumed its presidency, having been previously vice-president, and for thirteen years member of its board of directors. Mr. Waters has been its cashier for over twenty-one years.

ROCHESTER CITY STEAM COFFEE AND SPICE MILLS.

B. B. Van Zandt & Co., Jobbers of Coffees, Spices, etc.—Nos. 51, 53, 55 and 57 South Water St.

This, the pioneer house of Rochester, has been for forty-four years identified with the spice and coffee trade of the city, the growth of which it was largely instrumental in furthering, as, founded in 1844, when Rochester had not arrived at the dignity of a city, the house, like the town, settled into a steady progress, and while benefited by the latter's enlargement, it amply repaid the obligation by the active and efficient part it has always taken in the advancement of the interests of the city. The result of the company's enterprise and shrewd business conduct is the possession of a large and well-rooted trade, and a plant of the best equipped and most ably managed mills in the State. These mills have an exceedingly well selected location upon South Water street, extending over Nos. 51 to 57, have first-rate business and shipping facilities, and are completely fitted with every accessory for the successful prosecution of their business. The coffee roasters and spice grinding machinery in particular are the best of their kind, and equal to a large output. To itemize, the mills have a daily capacity as follows: Coffee, three tons; pepper, one ton; cinnamon, 10,000 pounds; allspice, cloves, etc., one and a-half tons. But these figures, large as they are, do not give a sufficiently comprehensive idea of the business of B. B. Van Zandt & Co., which includes mustard, cream tarter, baking powders, flavoring extracts, insect powders and canned goods of various descriptions. Their trade, which is extending in a very satisfactory manner, is chiefly with the State of New York, where their goods are recognized as among the very best put upon the market. By keeping a vigilant watch upon the market, and a keen eye to the needs of the public, this house has enjoyed a success in the past which is probably only a reflex of its future prosperity.

ROCHESTER STAMPING WORKS.

A. R. Pritchard, F. Bristow, C. D. Milne—Manufacturers of Sheet Metal Goods—Nos. 286, 288 and 290 State St.

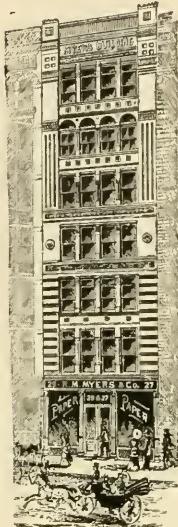
This enterprise was established during the present year by the gentlemen above named, for the purpose of manufacturing strictly first-class sheet metal goods from none but the best quality of material. All of the partners in the works bring to the enterprise a large and thorough experience in such manufacture, and to further their achievement had constructed by the E.W. Bliss Manufacturing Company, of Brooklyn, a double-action drawing press having the capacity to make six thousand articles a day. This was made specially for the Rochester Stamping Works, and according to their specifications, and is the only one of this kind in the country. They also have two single action presses, spinning lathes, and a double seamer, which is capable of double-seaming articles of any shape; thus the Rochester Stamping Works commenced work with a perfect and complete plant of machinery and with the most skillful management.

The premises occupied comprise the second floor of the Briggs' building, Nos. 286, 288 and 290 State street, 66x75 feet, newly fitted up with a complete equipment of the most approved patterns of steam-power machinery, and giving employment to twenty skilled workmen, whose labors are carefully supervised by the members of the firm. All descriptions of first-class sheet metal articles are made, specialties being made, however, of tea-kettles, wash-boilers, tea and coffee pots, lard and oyster-pails, and metal packages for tobacco; the trade of the Rochester Stamping Works already comprehending Western New York, Northern and Western Pennsylvania, Ohio and Michigan.

All the members of the firm are young active, practical and thoroughly well-known business men, and have inaugurated their enterprise under the most favorable auspices. Furnishing the best quality of material, made in the best possible and most workmanlike manner, *guaranteeing every article as being exactly as represented*, and selling them at the lowest possible prices, there is every reason to predict for the Rochester Stamping Works a most successful and prosperous continuance of the business they have so judiciously and thoroughly established.

R. M. MYERS & CO.,

Wholesale and Retail Dealers in Paper of Every Description—Nos. 27 and 29 Exchange Street, 28 and 30 Irving Place.



This old established house was inaugurated by N. G. Hawley & Co., many years since, the firm afterward becoming Hawley, Myers & Co., and this again being succeeded by the present firm of R. M. Myers & Co. in 1880. The old habitat of the firm was at No. 67 State street, but April first of the present year the firm removed to the magnificent new seven-story building, Nos. 27 and 29 Exchange street, erected for and owned by R. M. Myers. This building has an area of 25 feet front and a depth of 165 feet running through to Irving place, with a basement equal to any in the city, 190 feet in length, 11 feet deep, is solely occupied by R. M. Myers & Co., and enjoys the distinction of being the only fire-proof paper warehouse in the United States, and is constructed on purpose to carry the weight of an enormous stock, which it is necessary to keep on hand at all times.

This house has a very large and growing trade throughout the States of New York, Pennsylvania, Ohio, Michigan and the Dominion of Canada, Mr. R. M. Myers being the sole manager of all its affairs, and under his able supervision all the business of this vast enterprise is conducted. The particular articles in which this house deals are papers of all kinds and qualities used by manufacturers, printers, publishers, etc., the house also dealing in a complete line of printers' and box-maker's machinery, type, presses, and all kinds of printers' supplies. In short, any and every class, kind and description of paper will be found to have an ample representation within the capacious and commodious fire-proof warerooms of Messrs. R. M. Myers & Co., and in its able

head the public will find a courteous gentleman and thoroughly alert business man.

Electric power is used for propelling the elevator and other machinery used in the business, and is transmitted from the Rochester Electric Light works at the upper falls.

T. J. REYNOLDS,

Manufacturer and Wholesale Dealer in Rough and Dressed Lumber, Railroad Ties, Piling, Bark, etc.—Office, No. 46 Arcade.

The destruction of the forests, notwithstanding the warnings and protests of scientists, sentimentalists and others, still goes on, and with steadily accelerated speed. There is no help for it. Building operations cannot stop in this era of improvement, and, until the discovery of some practicable and acceptable substitute, wood will continue to be employed wherever it is profitable to do so. Consequently the logger, the sawyer and the lumber dealer flourish as never before.

Mr. T. J. Reynolds ranks with the prominent lumber men of the East, owning vast tracts of timber lands in this State and Pennsylvania, with mills at Elmont, Tracy Run and Corydon, Pa., and Quaker Bridge, Onoville, Limetone Siding and Wolf Run, N. Y. He employs from 200 to 400 men, dependent upon the season, has a cash capital of \$150,000 invested in the enterprise, and puts upon the market annually lumber to the value of some \$400,000, which is shipped to leading points throughout New York, New Jersey, Massachusetts and other States. His most important specialty is the manufacture of oak, pine and hemlock bill lumber to order, doing a very heavy business therein, but he also makes and carries an immense total of choice pine, hemlock and hardwood rough and dressed lumber and timber in all standard dimensions, railroad ties, piling, tanners' bark, etc.

Mr. Reynolds is a conspicuous, enterprising and popular citizen of Rochester, wide-aware to the possibilities and material interests of the city, a prominent promoter of the Chamber of Commerce and of all movements looking to the development of her resources and advantages, public-spirited, enterprising and liberal. His office is in room 46, Reynolds' Arcade, where all having business with him will be cordially received and entertained.

CULLEN BROS.,

Nurserymen—No. 607 Powers' Block.



The firm of Cullen Bros., nurserymen, is one of the most widely known and reputable in that branch of business. Established in 1870, it is composed of Messrs. M. J., W. E., T. D. and H. H. Cullen, all natives of Rochester, trained to their present vocation from childhood, and conversant with the business in all of its ramifications. Their knowledge of what is acceptable and salable is only equaled by their energy and enterprise in supplying such commodities to fruit-growers, farmers, horticulturists and florists. They are always amply stocked with thrifty young fruit trees of all kinds, standard and dwarf, and make specialties of small fruits, grapes, etc., of which they handle all choice varieties, together with ornamental trees and shrubs, clematis, new and rare hardy hybrid perpetual roses, and everything of a reliable and desirable nature pertaining to the nursery trade. Their importations from abroad

include carefully selected stocks of clematis, roses, azaleas, rhododendrons, etc., of the best varieties, and they carry the best and largest stock of the wonderful new climber "Ampelopsis Veitchii" in the United States, which they send by mail when desired.

This firm extend their operations to all the States and to Canada, and employ one hundred and fifty men on an average, giving permanent employment and good salaries to reliable agents. They do an enormous business, which is increasing year by year.

ROCHESTER LEAD WORKS.

W. S. Mandeville, Henry E. Clark, Proprietors—Manufacturers of Lead Pipe, Sheet Lead, Solder, Pure Tin Pipe, Tin-lined Pipe, Bar Lead, Lead Wire, Pig Lead, Tin, Antimony, etc.—No. 218 Mill St.

This establishment, which is the only one in this line in the city that has a reputation of doing a very prosperous business, that is constantly being augmented by the enterprise of the proprietors and the excellent qualities of their products, was established by the present firm in 1883. They occupy the rear of the building No. 218 Mill street, where they employ eight men and have the latest improved machinery for the manufacture of their products. The floor space of their works is 50x40 feet, and their specialties are the first quality of lead pipe, sheet lead, pure tin pipe, tin-lined pipe, solder, pig lead, tin, antimony, etc.

The principal territory where their goods are sold comprises New York State and Pennsylvania, although as their goods become known their territory is largely increased. Both members of the firm are Rochester men, and have become very favorably known for their upright dealing and commercial probity.

LANGSLOW, FOWLER & CO.

H. A. Langslow, P. A. Fowler and S. C. Langslow—Manufacturers of Leather, Plush and Carpet Rockers—Nos. 67, 69 and 71 South St. Paul and 47 and 49 South Water Sts.



founded for the manufacture of leather, plush and carpet rockers in medium and fine grades of wood; and at the present time the firm employs one hundred and forty workmen and has a trade extending all over the United States, the bulk of it, however, being in the Western States and Territories. The building the firm occupies is 70x50 feet, and therein they have five floors, which, being inadequate to their needs, they occupy also four floors in the adjoining building, making the total floor space 32,000 square feet; and in these nine floors they have a very fine plant of special wood-working machinery, adapted to the various needs of their wood manufacture. How large this is may be estimated when it is known that this firm uses annually 700,000 feet of hard-wood lumber that they work up into rockers.

The goods manufactured by the firm of Langslow, Fowler & Co. are excellent in all respects, but the finer grades of leather and plush rockers are extremely beautiful in design and workmanship, and cannot be excelled by any factory in the country. That the public appreciate an excellent article is clearly manifested in the fact that the current year's business shows the enormous increase of over eighty per cent. over that of the year 1886; and if the progress made by this firm in the future only equals that of the past it will shortly be the largest rocker manufacturing house in the United States. All the members of the firm are Rochester men.

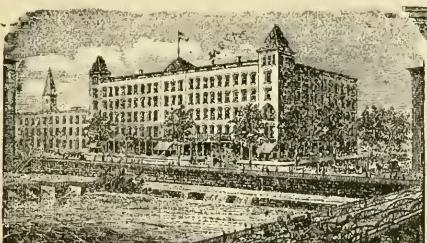
ROCHESTER CAR WHEEL WORKS.

Hon. W. H. Barnum, President; C. T. Chapin, Secretary and Treasurer—Manufacturers of Car Wheels—N. Y. C. & H. R. R. R. Tracks, East Rochester.

This celebrated manufactory was incorporated in 1877 as a stock company, and now has a capital of \$100,000. The plant, erected in 1886, is celebrated as being the most perfect and thoroughly equipped in the country, although its capacity is not so large as others. The main building is 250x80 feet, and this and the various annexes cover three acres of ground. The number of employes kept steadily at work is sixty, the daily output 200 car wheels, and the annual production, 60,000 wheels, which are sold all over the United States, a specialty being made of a fine grade of chilled car wheels.

In the present age of rapid progress and keen business competition it is not always the oldest houses that control the bulk of the trade in any particular line, and the house of Langslow, Fowler & Co. is an evidence of how rapidly and firmly a large and constantly increasing business can be built on a firm basis by commercial integrity, industry, and a comprehensive and thorough knowledge of the needs of the public and the manufacturing processes requisite to supply them.

The house of Langslow, Fowler & Co. was established only two years since; the members of the firm—H. A. Langslow, P. A. Fowler and S. C. Langslow—having, prior to that time, had many years experience in that business in this city. Determining on devoting their experience and capabilities to a business of their own, the present firm was



ELMER E. ALMY,
PROPRIETOR,

Elmer E. Almy, Proprietor—South St. Paul St.

Few cities in the world, of equal population, are so well provided with excellent hotel accommodations as is Rochester—a fact due, no doubt, to the vast number of strangers who visit this favored place at all seasons, impelled by business or pleasure. Each manufacturing establishment, each nursery, each wholesale house in any branch of trade, helps to swell the volume of travel and consequently of hotel patronage, and judging from present indications the boom of the Bonifaces bids fair to prove a profitable and permanent one.

All former visitors to the Flower City are familiar with the old Osburn House (now transmogrified and remodeled into a magnificent business block), and those of later years are fast becoming acquainted with the merits of the New Osburn, erected on South St. Paul street in 1881—a superb five-story brick edifice, 160 feet front by 165 feet deep. This is in all respects a thoroughly modern house, arranged and appointed in the most perfect manner, and a favorite with the traveling public. On the ground floor, in addition to the beautifully decorated and attractive office, reading and sample rooms, is a magnificent assembly room capable of seating 700 people. The splendid parlors and lofty and spacious dining-room—at the tables of which 115 guests may be served at once—are situated on the second floor, as are also several sumptuous suites of rooms, while the upper floors are set apart exclusively for sleeping purposes, the house affording in all 200 delightful and richly furnished private apartments, with bath-rooms on every floor. It is heated throughout by steam and lighted by the Edison incandescent system, with electric automatic fire gongs on every floor, luxurious elevators rendering the upper floors equally desirable and convenient with those lower down. The table and attendance are first-class; every provision is made for the comfort and convenience of guests, and a uniform rate of two dollars per day secures the traveler against discrimination or imposition.

Mr. Elmer E. Almy, the proprietor of the New Osburn, is one of the best known and most popular hotel men in the country, who, while still comparatively young, has had long and varied experience in the best American hostellries—among them the Grand Pacific of Chicago, the Continental of Philadelphia, and the St. James of New York. He is an energetic, public-spirited and popular citizen, and an influential Chamber of Commerce man. Patrons of the New Osburn will get the best of bed, board and attention, and find nothing to complain of.

JOHN R. CHURCH,

Architect—Room 54 Osburn House Block.

Rochester owes all of her beauty of business blocks and residences to her architects, and to no one of them more than to Mr. John R. Church, a native of Niagara Falls, who has for the past six years contributed to the substantial embellishment of the Flower City and environs, having been a resident here for twenty years.

Mr. Church occupies a most attractive and well-appointed suite of offices, No. 54 Osburn House block, and does a large and increasing business, his talents receiving adequate recognition on all hands. Dignified and thoughtful, yet polite and obliging, he is a respected and honored citizen, and a recognized leader in his lofty profession. Those who are so fortunate as to secure his services and advice on the subject of proposed improvements have the satisfaction of knowing that they have consulted an expert.

T. A. SUMMERS,

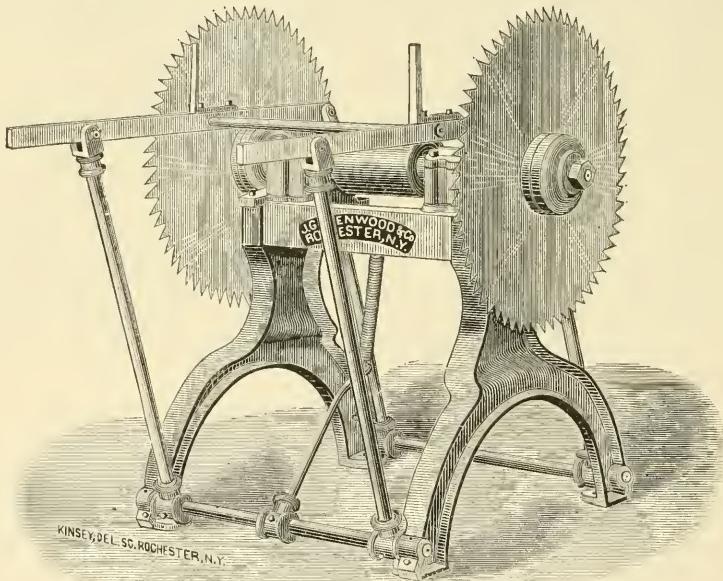
Proprietor of Rochester Moulding Factory—Manufacturer of Picture Frame, Window Cornice and Room Mouldings of Every Description—Nos. 69, 71 and 73 North Water St.

The employment of wood mouldings for decorative purposes is as old as the joiner's art, but it is only within the past half-century or so that good taste superseded profusion, and that these unpretentious yet pleasing accessories were adapted to interior decorative purposes, more especially for the embellishment of private residences in parlor, hall, dining-room and chamber.

One of the first in this country to perceive the tendency toward this class of decoration and its inevitable development was Mr. T. A. Summers, who began the manufacture of mouldings in a small way on Aqueduct street more than thirty years ago—in 1857. So successful was he that ten years later he found his facilities insufficient to meet the demand and was encouraged to erect the factory he has ever since occupied and operated at Nos. 69, 71 and 73 North Water street, three stories, 40x80 feet, with sub-basement, substantially and handsomely constructed of brick. The outfit of wood-working and moulding machinery, comprising all useful improvements as fast as brought out, is one of the most complete in existence, and the establishment occupies a leading position in the trade, producing immense quantities of standard styles and many tasty novelties annually. Forty trained workmen are employed, the works are operated by water power on approved principles, and an air of prosperity and cheerful bustle pervades the entire premises.

ROCHESTER BARREL MACHINE WORKS.

John Greenwood & Co., Proprietors—Manufacturers of Patent Stave, Head-ing, Barrel, Keg and Hoop Machinery, etc.—Nos. 222, 224 and 226 Mill St.

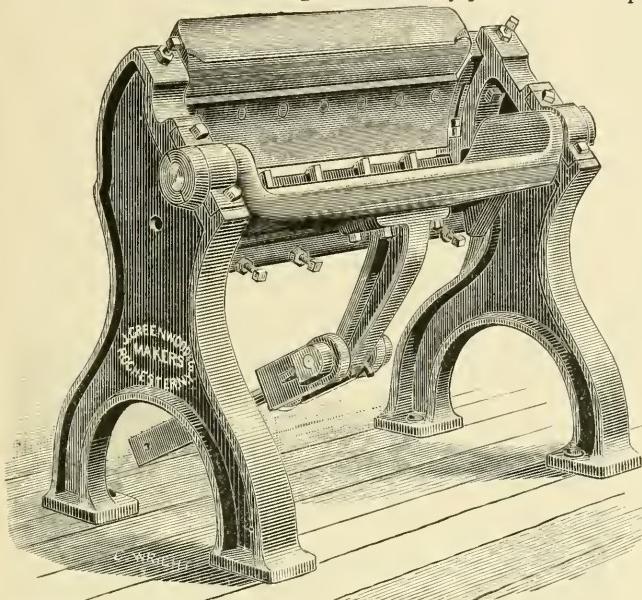


No account of the varied manufacturing enterprises that have their location in this city would be complete without an extended reference to the Rochester Barrel Machine Works, which were established in 1856, are owned and managed by John Greenwood & Co., and are the oldest and largest establishment of the kind in the country. At the time of the institution of these works they were conducted on but a

small scale, but, by the acceptability and excellence of the machines made, the manufactory is now, as has been stated, the largest in the United States. It is situated at Nos. 222, 224 and 226 Mill street, occupies two floors and the upper half of the third floor of those buildings, whose dimensions are 116x40 feet, and gives employment to forty-five mechanics. In these buildings also is a very perfect and complete line of special machinery,

constructed for the manufacture of the various machines that have made this house so celebrated, a celebrity that has made their sales extend all over the United States, Canada and Europe.

Prominent among their special lines of manufacture are: The improved stave, heading and shingle bolting saw; the stave-cutting machine—from a nail keg stave-cutter to a dry hogshead stave-cutter; intermediate shafts for stave-cutters; band and balance wheels, with tightening pulleys; stave bolt equalizers; stave equalizers; spring



stave jointers; stave jointers, with stationary knife; bolting saws; counter shafts, stands and hangers; horizontal heading and shingle machines; improved pendulous shingle and heading sawing machines; heading and surface planers; five-feet, six-knife wheel jointers; also grinding machines for sharpening the knives in these jointers; improved heading turners for slack work; heading baling presses, and sawed stave planers. In addition this house makes a large variety of other special machinery, and always keeps in stock a full assortment of spare parts of the machines it manufactures.

Illustrated catalogues are sent upon application, and those whose needs comprise any article manufactured by the Rochester Barrel Machine Works will consult their interest by applying to those works before purchasing elsewhere, for by dealing with that house purchasers will find that they procure the best possible articles at a moderate price, and also will obtain machines that for effectiveness, durability and economy cannot be excelled.

The long existence and high standing of this firm is a guarantee of its reliability and responsibility, and there are few places in the regions covered by their trade where some of their machinery cannot be examined and the fact of its complete perfection demonstrated by the experience of its proprietor.

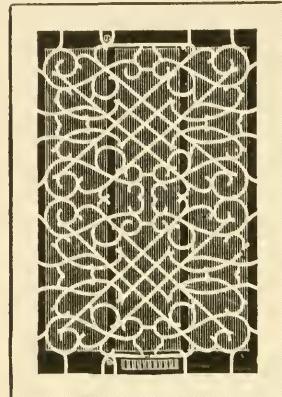
ALLING & CORY.

William Alling, David Cory and Joseph T. Alling—Wholesale Dealers in Papers and Printers' Materials—Exchange St.

The largest wholesale paper house in Western New York is that of Messrs. Alling & Cory, corner of Exchange and Wilbor streets. The business of this large and enterprising house extends throughout the Western States and Canada, and is constantly being augmented. From the large scope of their trade it is almost unnecessary to state that the firm carries a great variety of paper and printers' materials.

A. M. BRISTOL,

Manufacturer of Registers and Ventilators—No. 94 Exchange St.—Chicago Office, No. 142 Lake St.



Many years since the mode of warming dwellings was by the old-fashioned open fire-place, and the master of the household had to arise early in the morning and kindle the fires necessary for the generation of comfortable warmth in the house, or else seek heat in the bed-clothes until the domestic had performed that necessary task. But of late years the furnace has supplanted the grate, and hot air is diffused throughout the house, tempered to any requisite degree of heat. Necessary appliances to facilitate this method of heating are registers and ventilators, the former to admit the heat, and the latter to furnish pure and fresh air.

One of the most prominent among this class of manufacturers is Mr. A. M. Bristol, whose eligible building is situated at No. 94 Exchange street. He there occupies the entire building, six floors, 22x45 feet, besides two floors in the adjoining building. The addition to this building, recently completed, will augment the manufacturing facilities fully thirty per cent. This flourishing business was inaugurated by the father of the present proprietor in 1853, the latter succeeding to his father's interest and assuming control in 1877.

Mr. Bristol employs twenty-five workmen, and his manufactures for the year 1886 comprised 22,000 registers and ventilators, which necessitated the using of 152,000 separate pieces of castings. He manufactures vertical wheel warm-air registers, center-wheel ventilators, border frames, ornamental screens, etc. These castings are all made by contract outside of his shops, where they are fitted and finished under his supervision, and in this latter process he employs his workmen and a fine quality of finishing machines, nickel-plating baths, fitting, grinding and polishing machines, etc. The sales of these justly celebrated goods extend all over the United States, in addition to which a large export trade with Canada is maintained. The largest part of Mr. Bristol's American trade is with the Western and Southwestern States. Mr. Bristol does a large and remunerative business, which during the past year was augmented about twenty-five per cent, and at present he has been unable to keep pace with the orders that have poured in upon him, but which he will rapidly fill with increased facilities.

ROCHESTER COTTON MILL.

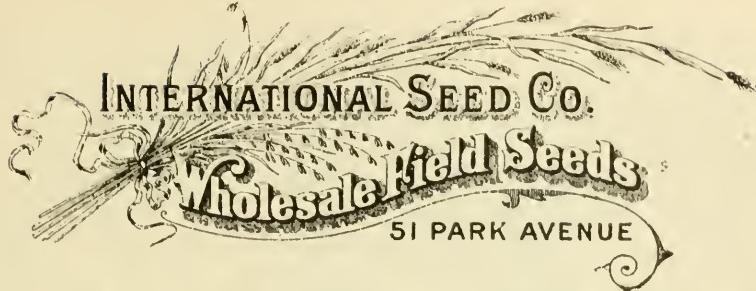
C. A. Vickery, Superintendent and Agent—Manufacturer of Cotton Prints—Center St. on Brown's Race.

A unique branch of manufacture carried on in this city is that of making cotton prints, and the Rochester cotton mill is devoted to that industry. This mill as owned at present is one of a series of similar establishments owned and operated by the estate of Thomas Garner, late the millionaire mill owner of New York, and the largest producer of this class of goods in the United States.

The Rochester cotton mill, situated on Center street, was built by Seth C. Jones in 1845, the name of the proprietary firm being afterwards changed to the Jones Cotton Mill Company; by that company it was sold to John Vickery in 1853, and was operated by him until his death, in 1863. In 1865 the Vickery estate sold the mill to Thomas Garner, of New York, since which time it has been owned and operated by him and his estate.

The buildings occupied are supplied with special machinery built for this class of manufacture, and have a run of 10,000 spindles, employing the services of one hundred and fifty hands. The main building is of stone, four stories high, 50x100 feet in area, and this has an annex, two stories high, 20x50 feet in area.

Cotton prints are exclusively manufactured, and their sale extends all over the country. The business is prosperous, and the mill has been kept in constant operation since its erection.



W. P. Andrus, President; S. E. Brewster, Secretary—Wholesale Dealers in Field Seeds—Office, No. 51 Park Ave., Rochester, N. Y.; Warehouse, Batavia, N. Y.

Nothing is of greater importance to the farmer than that the grain he sows should be of the highest quality, choice as to grade, fully developed, sound and virile. There seems but one sure course of safety in this vital matter, and that is to seek out a reliable and responsible seedsman, whose business it is to provide only the best seeds, and whose standing and prosperity depends upon unswerving fidelity to the interests of his customers.

Such a concern is the International Seed Company of Rochester, a recognized authority in their line, among that large and growing class of reliable dealers upon whom the progressive farmers of New York, Pennsylvania, Ohio, Indiana, Illinois, Michigan and other States depend for their seed grain and potatoes, season after season. This company was incorporated in 1884, and it is not too much to say that it has made for itself such a reputation for upright dealing as few of its competitors can boast. Favored with special facilities for securing and growing the choicest seeds, as well as for handling and shipping, backed by large experience and ample capital, with a determination to succeed upon merit alone, we feel that we can safely and conscientiously commend this company to the confidence and patronage of the trade and of the farmer, who is more nearly interested than any one else.

The International Seed Company's office business is transacted at No. 51 Park avenue, Rochester; warehousing and shipping at Batavia. Orders by mail or telegraph receive prompt attention and are carefully filled. The leading specialties handled are superior varieties of wheat, oats and potatoes.

President Andrus is a native of Wisconsin, Secretary Brewster of Canada, and their standing at home may be inferred from the facts that they have built up a flourishing business and are among the most active promoters of all movements to advance Rochester's material interests, including the Chamber of Commerce.

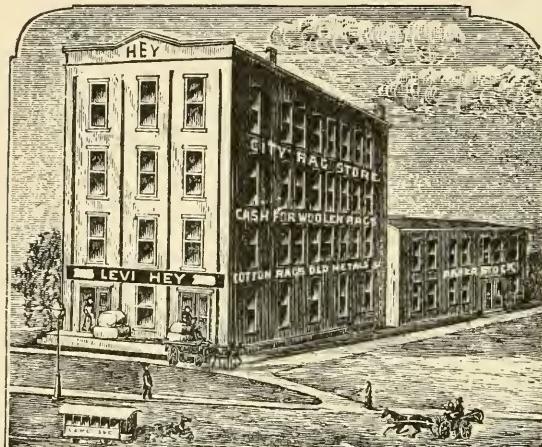
GEO. P. BORTLE,

Manufacturer of End Grain Blocks, Shoe Racks, Cutting Boards, Mouldings, etc.—Turning, Sawing and General Jobbing in Wood Work—Daniels' Planer Work a Specialty—No. Gravies Street, Near Main, Rochester, N. Y.

The subject of this sketch commenced the business in 1884 of manufacturing end grain blocks, shoe racks, etc., and by perseverance and energy, and the experience he was able to bring to bear upon the work, raised it to its present large dimensions. The ever busy machinery in the well-located factory upon Gravies street includes lathes, saws, and, in fact, every kind of wood machinery of the best patterns. Besides the above mentioned goods, cutting boards and mouldings are manufactured; and all kinds of turning, sawing and job work executed. The *specialite* of the house, *Daniels' planer work*, is in high repute and increasing demand. The most skillful turners and wood-workers are employed constantly in fulfilling the many orders of the firm. The long and thorough experience of Mr. Bortle himself, as a wood-worker, has been mainly instrumental in establishing the business upon its present firm and steadily enlarging footing in the city.

LEVI HEY,

Wholesale Dealer in Scrap Iron, Rag and Paper Stock, Wrapping Paper, Oval Wood Dishes, etc.—Nos. 351, 353 and 355 State St.; Iron Yard, New York Central Railroad and Hague St.



is a very large and important industry, of which the prominent house under notice is a splendid representative. It was established by the present proprietor in 1868 upon Center street, from which location it was transferred after one year to the present situation. The magnificent four-storied building at Nos. 351, 353 and 355 State street, with a commodious warehouse in rear of it, strikingly indicates the substantial character of the concern. In addition to these premises the firm has an extensive iron yard upon the New York Central R. R. tracks and Hague street. With these exceptional facilities for storage and shipment the house is enabled to transact business with a facility and economy which is denied to most similar concerns. Its large and rapidly expanding trade is drawn chiefly from the Middle and Eastern States, and embraces all kinds of metals, rubber, rags, paper stock, etc. Mr. Hey is enabled by paying cash to obtain his goods at the lowest price, and consequently to supply his customers at rates which defy competition. In addition to the heavy transactions in the above enumerated articles, Mr. Hey keeps a full line of wrapping paper suitable for dry-goods, groceries, and other business using the same, and is also sole agent for Rochester of oval wood dishes, whose economy and expedience have been too well demonstrated to need recapitulation here.

When Mr. Hey came to Rochester it was with the intention of dealing exclusively in woolen rags, as that article is one with which he is thoroughly acquainted and a recognized authority. He maintains the excellent reputation gained in that business, although he has added thereto his other lines of business. One customer Mr. Hey made the first year of his transactions in Rochester, he still retains; has never had a pound of woolen rags changed back to him from that customer, and has often sold him \$30,000 worth of woolen rags a year. In fact it is conceded that Mr. Hey's packing stamps the article as standard goods.

Mr. Hey also is senior partner in the firm of Levi Hey & Co. (Arthur M. Bennett), Nos. 380 and 382 State street, a well-known house manufacturing tin, copper and iron ware, and dealers in stoves, furnaces, etc., at wholesale and retail. This house manufactures the celebrated "Excelsior" patent steam cooker, which is the solitary cooker that has successfully solved the problem of perfectly and economically cooking by steam.

Few people outside of the trade probably have any idea of what becomes of the scrap iron, rags and the various innumerable other things that they are in the habit of classifying under the head of waste. The fact is, however, that this so-called waste is re-manufactured and afterward performs very important functions; indeed the material in its second stage of usefulness often fulfills more profitable purposes than before. The business of dealing in scrap iron, rags, steel, old rubber, metals, etc.,

MUNN & ANSTICE,

Founders of Gray and Malleable Iron Castings—Corner Water and River Sts.

The gentlemen who give their names to the above mentioned firm are well-known in Rochester as public-spirited citizens and successful men of business. The flourishing state of their affairs is due to enterprise and a thorough knowledge of their trade in all its details. The house is a leading one in the manufacture of castings, for the excellence of which it has a reputation extending beyond the limits of the State. In addition to these gray and malleable iron castings, builders' and general hardware cuts a conspicuous figure in the business. This also covers the execution of large orders for metal patterns, machinists' work and nickel-plating. The operations of the firm are mainly directed to production of the first named class of goods, and in these, as in fact in all their work, they succeed in arriving at the highest order of merit. The large force of 130 hands is busily employed in the fine brick building of four stories, enclosing a floor space of about 40,000 square feet. This is situated upon the corner of Water and River streets, in a location splendidly adapted to facilitate shipping and the prompt prosecution of the business. It is equipped in the best style and contains the first class of special machinery designed for this industry. These works are capable of an output of six tons of castings daily, and large quantities are constantly shipped hence to various parts of New York and the outlying States, where they find an easy market and a continual demand. In addition to the heavy outside trade a considerable local business is transacted. The peculiarly good adaption of the building to the business, for which it was especially arranged and equipped, and the powerful mechanical resources at the command of the house, enable it to fill all orders on receipt. Those sending them may confidently rely upon their prompt and satisfactory execution. A large capital is engaged in the business, and the judicious use of it enables the firm to take advantage of the most favorable opportunities afforded by the market for the purchase of material, thus permitting them to offer exceptional inducements in the way of terms to their customers.

The members of this representative house have gained an enviable popularity, from the fact that since the establishment of the concern they have been identified with every movement bearing upon the welfare of the city. The business is undergoing a large developement, which shows signs of continuity, and the future prospects of the house wear a very encouraging aspect.

JOHN SIDDONS,

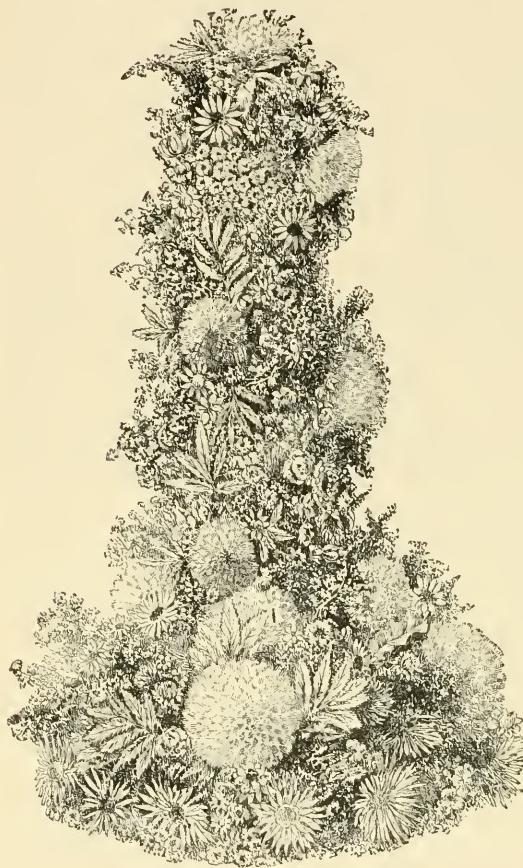
Manufacturer of Galvanized Iron for Architectual Purposes and of Metal, Slate and Cement Roofing—No. 157 East Main St.

In the present age of architectural advancement, an article that combines the appearance of solidity with comparative lightness and the minimum of cost is a desideratum. This is certainly the combination achieved by sheet copper and galvanized iron, and hence is universally used by architects for the cornices and crestings of buildings, as well as for many other purposes where that material is the best that can be used, such as cupolas, ornamental turrets, etc. One of the oldest, if not the oldest, of the houses in Western New York, and certainly the most extensive, is that of John Siddons, at No. 157 East Main street. That gentleman came hither from Canada in 1844, and in 1852 established this business, which he has maintained successfully for thirty-six years, and during that time he has built up a very extensive trade, extending all over the American continent, and which now gives steady employment to over seventy operatives. The annual sales of the articles made by Mr. Siddons aggregate over \$150,000 and comprise all kinds of architectural iron work and roofing, including under the latter designation, metal, slate and cement roofs of the most approved species. He also manufactures all kinds of copper materials for architectural purposes, and utilizes for these various purposes of manufacture the entire building occupied by him, as well as one floor in the adjoining building, having some 15,000 feet of floor space for the accommodation of his large business.

Mr. Siddons is not alone a successful manufacturer but an enterprising citizen, whose long residence here has been greatly instrumental in building up the city to its present prominence. Both in public and private life Mr. Siddons has always been identified with every movement tending to the advance and conservation of the material welfare of Rochester.

A. M. NEWBORN,

Florist—Artist in Imperishable Floral Designs—No. 429 Monroe Ave.



don, Paris, Berlin, etc.—and including decorations for both festive and funeral occasions. He has been established since 1884, and has a constantly widening circle of patronage of the most valuable kind. Fully illustrated descriptive catalogues sent on application.

SAMUEL MOULSON,

Manufacturer of Plain and Toilet Pure Soaps—Works and Office, No. 41 North Water St.

The gentleman whose name heads this article has controlled the concern over half a century, and the term of his management has been marked by a great extension in the trade. His productions are held in the highest repute in New York and Pennsylvania, whence the demand is great and increasing. The factory and offices occupy a substantial building on North Water street, replete with every appliance for the manufacture of soap, with water-power, which cheapens the cost of production, and convenient shipping. The house is one of the oldest concerns in the United States.

The preparation of flowers by processes that permit their transmission and preservation for indefinite distances and periods has reached great perfection, though as yet comparatively few persons have devoted attention to the art. The most successful of these, so far as our observation extends, is Mr. A. M. Newborn, who makes this peculiar and beautiful art his business, and prepares flowers so that they are alike beautiful and imperishable. The processes, of course, are more or less secret; at any rate we are not sufficiently familiar with them to attempt a description; but the results are all that could be desired, floral designs so prepared retaining all of their natural tints and freshness for years, and these comprise the lovely Fairy Flowers, Italian Wheat, Ferns, Statice, Rhodanthe buds, Ammobium, choice grasses, etc.

Mr. Newborn is a young man, born in Rochester, and may be pronounced a very successful man. He has a handsome office and work-rooms at No. 429 Monroe avenue, where, with the assistance of ten to twelve capable designers, artists and other help, he is constantly busy preparing flowers for shipment, many of his most valuable orders coming from leading American and European cities—New York, Philadelphia, London,

SMITH & BARRY,

**Manufacturers and Dealers in Mantels, Fire-Places, Tiles, Brass Goods, etc.—
Nos. 49 and 51 North Ave. and 4 and 6 Chatham St.**

The decoration and embellishment of interiors has of recent years received wonderful impetus in this country, probably from the no less wonderful growth of wealth and love of luxury, and of beautiful things for their own sake. Especially does this apply to the employment of marble, slate and similar materials for mantels—many of which are superb in artistic design and tracery—and of bright metals, tiles, etc., for the finishing touches in fire-places and hearths, audirons, fenders and the various appliances pertaining to open fires, which latter are, by the way, fast coming again into general favor, after long banishment to make way for the cheerless stove or the invisible furnace.

A new yet conspicuous house, devoted to the class of domiciliary art referred to, is that of Smith & Barry, established last year, and located at Nos. 49 and 51 North avenue, their premises occupying the ground floor, 44x230 feet, with rear entrance at Nos. 4 and 6 Chatham street, upon which latter thoroughfare fronts the factory department, the North avenue front being devoted to office and wareroom purposes. The building, a handsome three-story and basement structure, belongs to the firm named and is quite new. Twenty carefully selected workmen are employed, who, with the assistance of a complete outfit of new and improved machinery, turn out large quantities of superior work in marble and metals and perform every description of hearth and art tiling. Most of the designs worked out by the firm are original or adapted from suggestions of competent architects and patrons, whereby dead uniformity is avoided and novelty of effect cultivated.

The firm do every description of interior decorative work in marble, brass, tiling, etc., and make specialties of marble mantels and brass fire-place embellishment, including fire-places complete, and contracting for that class of work to any extent. At the present time the firm are putting the finishing touches on many fine buildings in Western New York in the way of tiling, interior finish, wainscoting and brass ornamentation. They are also contractors for granite and marble monuments, a branch in which they are quite successful.

Mr. D. L. Smith, the senior member, a native of New Hampshire, has lived here for ten years past. He was formerly employed for eleven years on government work in various capacities, ultimately attaining the position of inspector of material, wherein he remained for two years, and was thus occupied on public buildings in New York, Philadelphia, and elsewhere. Mr. J. C. Barry, born in this State, has made Rochester his home during the last six or seven years. Both are practical men of great capacity and popular in business circles.

MANDEVILLE & KING,

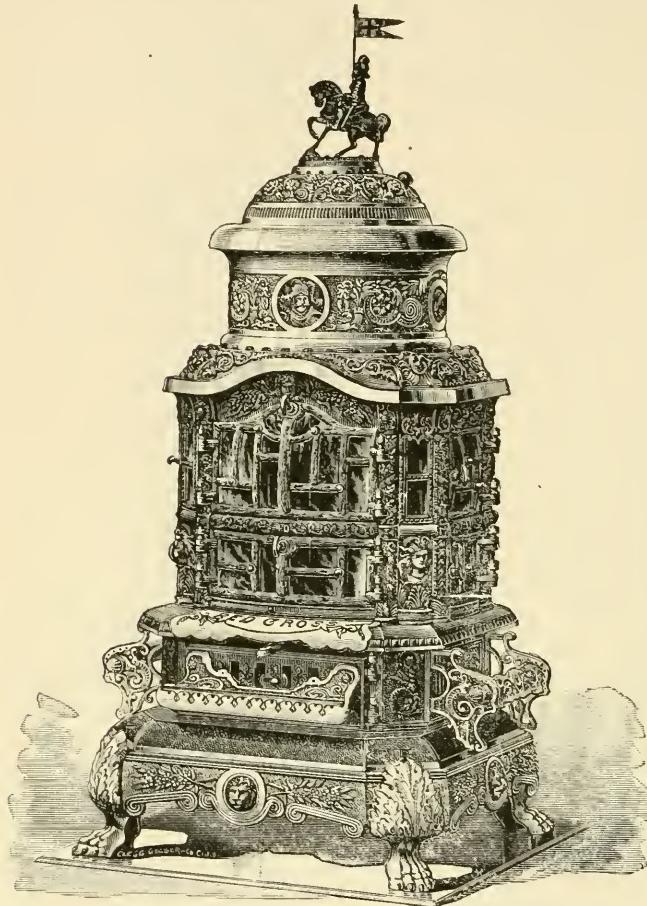
Commission Seedsmen—Flower Seeds Exclusively—No. 160 East Main St. 11

A striking indication of the extent to which flower culture is carried in the United States is afforded by the great commission house of Mandeville & King, whose exclusive specialty is the placing on sale with merchants of flower seeds on commission. This house is the only one in the United States that does an exclusive flower seed business, sending traveling men to take orders and collections, thus transacting all business on a personal and purely business basis. Mr. W. J. Mandeville inaugurated this business in 1876, and two years later Mr. H. S. King was admitted to partnership—a step that has resulted in developing probably the largest concern of the kind in the United States, the offices occupying handsome rooms on the third floor of the Kirby Building, No. 160 East Main street, with a complete floor in that building for warehouse purposes, this being conveniently located for shipping to any point. The firm do an immense business, shipping flower seeds of every description to all principal markets in the United States. Everything handled by them is from reliable growers in Europe and America, pure, unadulterated, fresh and of the highest grades.

Messrs. Mandeville & King were born in Rochester, reared here, and are well and favorably known at home and abroad. They give prompt and careful attention to all orders received. Both members of the firm are members of the new Chamber of Commerce.

CO-OPERATIVE FOUNDRY CO.

N. Brayer, President; E. W. Peck, Secretary and Treasurer—Manufacturers of Red Cross Stoves and Ranges—Offices, Nos. 15 and 17 Hill St.; Foundries, Hill St. and Lincoln Park—Chicago Agency, R. Robinson & Son, No. 23 Lake St.; Northwestern Agency, J. P. Lindemann & Sons, Milwaukee, Wis.



for their vast and increasing trade that extends all over the United States, besides comprising a large export business with the Netherlands.

This company was established and incorporated in 1867 for the manufacture of stoves, etc., and now has a capital of two hundred thousand dollars, with Mr. N. Brayer as president and Mr. E. W. Peck as secretary and treasurer. The original foundry was at Hill street, and is now operated by this company, and has a frontage of 300 feet by a depth of 100 feet; but the popularity of their goods necessitated the erection of another foundry at Lincoln Park, which was recently completed, and is equipped throughout with all the latest improved machinery and accessories. The combined works of the company cover one and three-quarters acres of ground, and are very large and complete, undoubtedly being one of the most modern and best arranged in the United States, their manufactures also being of the very best of any made. The buildings upon their premises are all of brick, solid and substantial, and provided with all the needful equipment for a first-class stove foundry, including all patterns

Of all the various concomitants of household or kitchen furniture there is none that bears a more potent influence upon the comfort of the inhabitants of the house than a good stove or range. Perfect and easily regulated heat in the various rooms of the house, and an economical and competent range or cook-stove in the kitchen, will have more tangible effect on the temper and disposition of the inmates of that residence than a cart-load of homilies or a library of tracts. Hence, as the manufacturers of the most perfect class of such articles, the Co-Operative Foundry Company of this city can justly claim to be public philanthropists. But it is not from this basis that they claim the patronage of the public, but because they make a superior class of goods, which they sell at more reasonable prices than other houses, and this fact accounts

of the latest styles of special machinery. Three hundred and thirty men are employed, and the specialties of manufacture are the celebrated Red Cross stoves and ranges.

During the past year 23,000 stoves and ranges were manufactured, although with the recent addition to their works the capacity is now much greater. Business with the Co-Operative Foundry Company is excellent, the standard reputation of the lines of stoves and ranges manufactured by them always insuring a ready sale for them.

GEO. C. BUELL & CO.

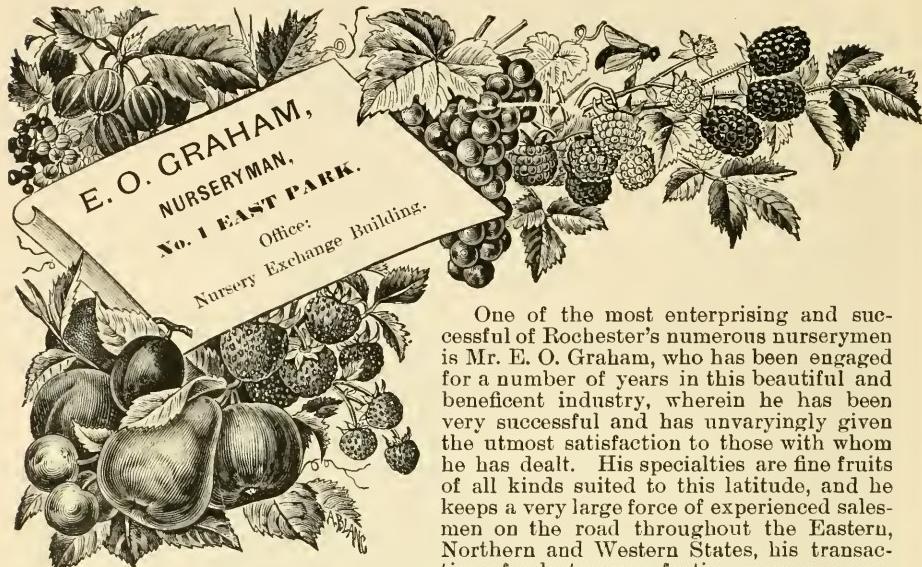
Composed of George C. Buell, Joseph B. Bloss and George C. Buell, Jr.—Wholesale Grocers—Nos. 37 and 39 Exchange St.

There are several houses in this city that are thoroughly typical, not alone of the comprehensive growth and increased importance of the commonwealth, but also of the individual business enterprise and comprehensive commercial sagacity of the leading citizens, and no inhabitant of Rochester but would feel gratified at the house of Geo. C. Buell & Co. being conceded to be the type of his personal character or commercial probity and foresight.

Established in 1844 by the head of the present firm, it has withstood all the varying mutations of financial and trade depression and inflation; has always met its monetary obligations at the date of their presentation, and maintained a deserved reputation for unsullied integrity. During these forty-four years of active mercantile existence the house has built up a magnificent trade, extending principally throughout Western New York and Pennsylvania. But it is not alone in the erection of this trade to its present prosperous proportions that Mr. Buell has achieved the distinction of being the oldest and best-known merchant of this city, for he has ever been prominent in all measures inaugurated for the advancement of the Flower City, or for the conservation of her interests. And his individual business interests do not occupy all his attention, large and engrossing though they are, as he is a director of the New York Central and Hudson River railroad and vice-president of the Trader's National Bank. He is also a large property-owner in the city, owning, besides the large and handsome store occupied by Geo. C. Buell & Co., some fifteen or twenty stores and a large quantity of real estate. Having these large and valuable interests in our city, and being a thorough public-spirited business man and citizen, it is not surprising that any enterprise calculated to benefit the community should always receive his active support, the latest effort in this behalf being his vigorous action in the formation and advance of the Chamber of Commerce, of which he is a prominent member and director.

The building occupied by the firm of Geo. C. Buell & Co. is at Nos. 37 and 39 Exchange street, fronting 30 feet on that street and extending 165 feet to Irving place. It is four stories high, thus affording some 25,000 square feet of floor space for the transaction of the business, to facilitate which no expense has been spared in fitting up the building with labor-saving appliances and conveniences, a special feature being the two large hydraulic elevators. The salesrooms are finished in oak and are conceded to be the finest and handsomest of their kind in the country. Constant employment is given to the large force of employees, all of whom are adepts in the particular departments wherein they are engaged.

A complete line of the finest staple and fancy groceries is carried by this firm, their stock of teas, coffees and spices being of the best and most carefully selected importations. The long experience and cultivated discrimination of the buyers of the house enable them to procure the best articles at the lowest obtainable prices, and their purchases are always made at the best times and on the most favorable terms. Hence all those who deal with this firm speedily find that the ample capital, long experience and intimate knowledge of the markets of this house inures to the benefit of those who patronize it. It is therefore but natural that Messrs. Geo. C. Buell & Co. should have the large and constantly increasing clientage they enjoy, the sales for 1887 having been in the neighborhood of a million dollars.



thousands of dollars. Mr. Graham, who is recognized as an active and public-spirited citizen, a member of the Chamber of Commerce.

One of the most enterprising and successful of Rochester's numerous nurserymen is Mr. E. O. Graham, who has been engaged for a number of years in this beautiful and beneficent industry, wherein he has been very successful and has unvaryingly given the utmost satisfaction to those with whom he has dealt. His specialties are fine fruits of all kinds suited to this latitude, and he keeps a very large force of experienced salesmen on the road throughout the Eastern, Northern and Western States, his transactions for last season footing up very many

THE ROCHESTER BOX FACTORY.

Atwater & Armstrong, Proprietors—Manufacturers of all Kinds of Packing Boxes—Beer and Ginger Ale Cases, Flasks, Crates, etc.—Office and Factory No. 180 Platt St.

The above factory is one of the well-known institutions of this class of manufacture in the city. The premises include a four-story stone building 45x83, equipped with all the latest modern improved machinery. Among the improvements lately added are cylinder printing machines for printing direct on the boxes from metal type, a decided improvement over paper labels so common to present use.

With the large increase in trade during the past year extensive additions have been made in the way of machinery, and the present output of the factory represents some four hundred thousand feet of lumber monthly, used exclusively for boxes and cases and crates. The factory is admirably located as regards receiving of lumber for the business and the delivery of the manufactured article either by rail or by water. All styles and classes of boxes and crates are produced, including the common packing boxes, finished shoe boxes, evaporated fruit boxes, canned goods boxes, flower and seed boxes, mineral water and bottled beer crates and cases, in addition to any special styles or kinds desired. In the various departments connected with the factory employment is given to upwards of thirty-five operatives at all seasons of the year.

The members of the firm, Messrs. Silas I. Atwater and Wm. B. Armstrong, are young enterprising business men, thoroughly conversant with the requirements of the trade, and during the past year in which they have carried on the business have not only added largely to it in the way of improvements to the general plant, but the increase in the general volume of business transacted has been phenomenal when active competition is taken into consideration.

The sale of goods manufactured is not only local, but covers a wide stretch of surrounding country, where their reputation as practical makers of standard and special sizes and styles of boxes has been firmly established. Adjoining the premises they carry on an extensive wholesale and retail lumber business, which, like its companion, is rapidly increasing.

GEORGE D. RAMSDELL,

**Designer, Wood and Photo Engraver—
No. 95 East Main St.**



Ramsell, the engraver, is too well-known to the business public of Rochester to require any extended mention at our hands. That he is a leader in his line "goes without saying." His facilities for turning out first-class work with his perfected processes in use, and the employment of skillful operatives, combine to produce the best effects and results of which the art is capable. His services may be secured with every confidence that his work is equal to that of any rival establishment, and at prices that will suit the demand. His place of business is at No. 95 East Main street, where he will be found at all reasonable hours, prepared to receive and execute all orders in his line promptly and in the best style of the art.

METROPOLITAN STORAGE WAREHOUSE.

A. R. Sheffer, Proprietor—Rear of Nos. 367, 369 and 371 State St.: Offices, 100, 101 and 102 Ellwanger & Barry Building.

The great storage warehouses of New York have of late years become a noted feature of life in the metropolis, affording the best possible facilities for the temporary disposal of merchandise, household goods and *impedimenta* of every kind portable and liable to damage or deterioration from careless handling. The idea, however, has been rather slow of adoption by interior communities, probably from a fear that the innovation would fail to attract adequate patronage. That view, however, has been exploded, so far as Rochester is concerned, by Mr. A. R. Sheffer, who last December completed and opened in rear of Nos. 367, 369 and 371 State street the new "Metropolitan" storage warehouse, modeled and conducted (with some improvements) on the Eastern system. The building is provided with an immense elevator, 8x15 feet, capable of carrying to the upper floors carriages, wagons and other bulky objects, and the plan of storage is so perfect that the goods of any particular patron may be quickly reached without disturbing those of others. Nothing will be delivered for removal without a written order from the depositor or other authorized person, and confusion or loss is impossible. In like manner warehouse receipts are issued to customers, all goods are transferred carefully in vans or trucks, insured if desired, numbered and scheduled, and delivered in any part of the city or shipped elsewhere, on demand and payment of charges. Separate compartments are provided for the storage of different classes of goods, as the various kinds of merchandise, furniture, pianos, trunks, mirrors, carriages, machinery, oils, liquors, etc., and there is no danger of injury from contact.

The Metropolitan affords some 75,000 square feet of storage space, and is already pretty well filled. Mr. Sheffer is desirous of affording to the business community facilities for the economical storage of surplus stocks, and therefore contemplates constructing an addition to his present warehouse that will make it 200 feet in depth, with safety deposit vaults in connection for the storage of plate, valuable pictures and other rare and costly objects. The venture deserves, and will doubtless receive, liberal support. Mr. Sheffer may be found in his offices, rooms 100, 101 and 102 Ellwanger & Barry building.

STRONG, WOODBURY & CO.,

Manufacturers of Whips and Lashes—No. 111 Allen Street.



ROCHESTER, N.Y.

greater magnitude of its operations, when the city should have acquired greater size and commercial importance. But the enterprise was successful from its inception, and its gradual and steady growth has been the customary result of commercial integrity, fair dealing and keen, although conservative, business enterprise.

Messrs. Strong, Woodbury & Co. at present occupy a splendid brick building, four stories high, 72x100 feet in area, at the corner of Allen and Washington streets. There they employ one hundred operatives and manufacture whips and lashes of all kinds, with the aid of special machinery designed expressly for this class of product. The trade controlled by the firm of Strong, Woodbury & Co. is extremely large and constantly and steadily increasing, and extends all over the United States, in addition to which the house does a large export trade with Australia.

All the members of the firm are Rochester men, and the name of Strong, Woodbury & Co. is an accepted guarantee for first-class workmanship and excellent material, as the names of the individual members of the firm are conceded to be synonymous with personal and commercial honor and integrity. Among all the business houses in this city there are but few that equal and none that excel the firm of Strong, Woodbury & Co. in the deservedly high reputation they possess. Both members of the firm are members of the recently inaugurated Chamber of Commerce.

MAY BROTHERS,

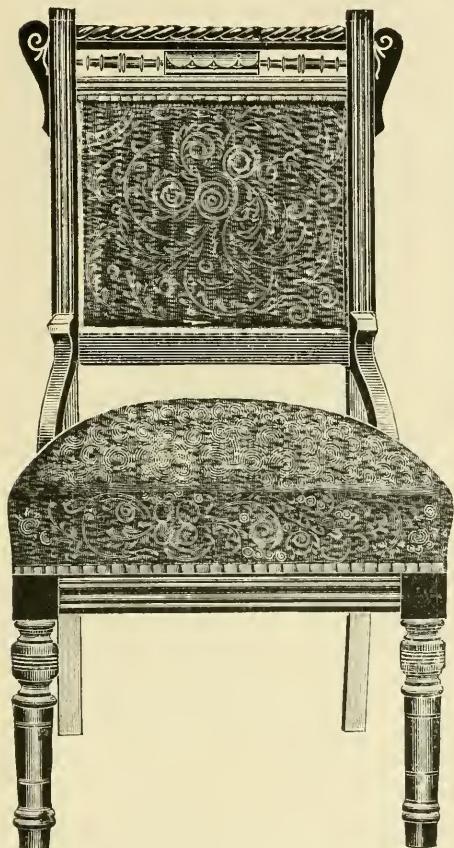
Nurserymen; Dealers in Hardy Fruit and Ornamental Trees, Shrubbery, Roses, etc.—St. Paul, Minn., and Rochester, N.Y.—Office, Osburn House Block.

Among the old-established, most active, enterprising and successful of Rochester nurserymen is the firm of May Brothers, who maintain offices in both Rochester and St. Paul, Minn. These gentlemen are affable and liberal, and have already made many friends among nurserymen and others directly and indirectly interested in the trade, disposing of their products all over the American continent. They employ 300 men, and are ready to engage a good many more salesmen of the right kind. Messrs. May Brothers handle hardy stock exclusively—fruit trees, shade and ornamental trees, shrubs, roses, etc., and are prepared to sell in quantities to suit, quality and grade guaranteed, on the most liberal terms. Write for terms.

Among the many manufacturing houses that have materially aided this city in achieving its prominent position as a largemanufacturing center, there are not many whose assistance has been more beneficial than that of Messrs. Strong, Woodbury & Co., whose house is among the oldest and largest in the especial branch in which it is engaged. The parent establishment was founded in 1865, and although at that time it was but an embryo of the present large enterprise, its earlier years achieved a commercial success that was a prophecy of the

FRANK RITTER,

Manufacturer of Parlor Furniture—Nos. 563 and 565 North St. Paul St.



factories. Mr. Ritter does a very large business, which is constantly being extended by his admirable business methods, excellent reputation and the celebrity of his manufactures.

In the present cultivated stage of public taste, the articles of furniture that were deemed the very apex of elegance and refinement by our fathers and grandfathers are now either occupants of lumber-rooms or pointed to with pride as curios. The old and stately four-post bedstead no longer suggests unpleasant ideas of a mausoleum to the contemplative sleeper, and the nightmares that some time since took form from the dyspeptic furniture manufacturers have succumbed to the light, airy, graceful yet durable forms of the present day.

Conspicuous among the makers of fine and medium class parlor furniture is Frank Ritter, who established his present factory in 1871, and who during his seventeen years of manufacturing experience has become noted for the beauty and novelty of his styles, one of his latest designs being the suite No. 165, of one piece of which we present an illustration herewith, and the excellent wearing qualities of his goods. At his factory, at Nos. 563 and 565 North St. Paul street, he has a very fine plant of modern and improved wood-working machinery, employs ninety operatives, makes parlor furniture of all kinds, but makes a specialty of medium and fine parlor furniture in walnut and cherry, which commands a ready sale all over the United States. His main factory is of four stories, 142x52 feet; the ware-rooms, upholstering and storage department are of five stories, 50x70 feet, thus furnishing Mr. Ritter with 47,000 square feet of available floor space in both

S. J. ARNOLD & CO.,

Dry Goods, Notions, Ladies' and Gentlemen's Furnishing Goods, Hosiery, White Goods and Trimmings at Wholesale—No. 44 North St. Paul St.

An unpretending yet important factor in the process of Rochester's trade development is the flourishing dry goods house of S. J. Arnold & Co., No. 44 North St. Paul street, established in 1872, and composed of Messrs. I. Beir, W. R. Gormley, M. Berg and C. G. Arnold. The premises are 33 feet front, 125 feet deep and four stories in height, affording 16,500 square feet of floor space, packed to repletion with superb lines of choice hosiery, gloves, laces, woolens, prints, white goods, notions, trimmings, ladies' and gentlemen's furnishings, etc., carefully selected with reference to the special requirements of their trade, which extends from Lake Ontario to Central Pennsylvania and west to Ohio, and is wholesale exclusively. The firm is represented on the floor of the Chamber of Commerce of this city.

GARSON, MEYER & CO.,

Manufacturers and Jobbers of Youths', Boys' and Children's Clothing—Nos. 37 and 39 North St. Paul St.

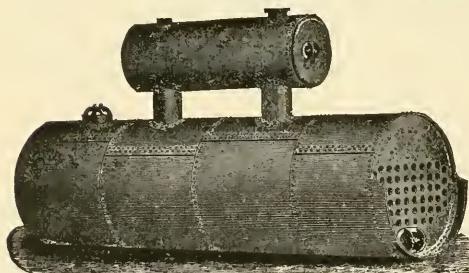
Prominent among those who have made for Rochester her superb reputation as a manufacturing center is the house of Garson, Meyer & Co., established in 1879 by Messrs. M. Garson and T. and M. Meyer, all old residents of the city, whose lives from boyhood up have been devoted to this branch of business, and whose combined tact, capital and industry have built up here one of the most extensive manufacturing and jobbing plants of the kind in the United States, outside of New York city.

The firm own and occupy the monster six-story and basement building at Nos. 37 and 39 North St. Paul street, 60 feet front by 120 feet deep, arranged and fitted especially for their own use. On the first floor are the offices and sample room for the convenience of buyers when inspecting stock, spacious, beautifully lighted and so arranged that the salesman may show any desired line of goods without delay or confusion. On the second floor is the cutting department, presided over by a veteran designer who is assisted by a competent corps of practical cutters, the actual labor being performed by a novel collection of special machinery of ingenious construction operated by a powerful improved electric motor. The third, fourth and fifth floors are devoted to the storage of reserve stocks of uncut fabrics and manufactured goods, and the sixth to manufacturing. Here scores of women, girls and sewing machines make music (and clothes) from morn to night every day in the year, besides a contingent of six hundred who work at home. In all, the firm employ seven hundred and fifty people. The shipping department is in the basement, and all the floors are reached by both stairways and elevator.

The leading specialties of the house include only youths', boys' and children's ready-made garments in fine and medium grades and in the latest styles. Importing largely and buying extensively from home markets the fabrics they use, they have a great advantage over rivals who operate on a less extended scale, and are prepared to quote extremely low prices to the trade besides conceding the most favorable terms. This firm have in process of erection a mammoth building on North St. Paul street, opposite the New York Central depot, which will be complete and ready for their occupancy in 1889. The constantly increasing demands of their business have rendered this step a necessity, thus adding another architectural celebrity to this city, already famous for its immense manufacturing plants in this and other lines.

ROBERT BRYSON,

Boiler Maker—No. 225 Mill Street.



most capable workmen are employed, and consequently the turn-out is of the highest order. Several boilers at present in use in the city attest to the excellence of the firm's manufacture, which includes horizontal and vertical boilers of every description. A large business is also done in repairs, in the execution of which the house never fails to give the utmost satisfaction. The goods of this firm are in profitable request in Rochester and the vicinity, and the demand for them is continually increasing. By close application to business and a conscientious performance of work, Mr. Bryson has founded a flourishing concern upon a sound and enlarging base.

With the increased use of steam as a motive power, the manufacture of boilers has come to be one of the most important industries extant. The industry is ably represented in Rochester by the subject of this sketch, who commenced the business in 1883 in a very favorable location for its successful prosecution, No. 225 Mill street. The workshops occupy a surface of upwards of 1,000 square feet, and contain a complete machine plant of the latest order of improvement. None but the

THE GUNDLACH OPTICAL COMPANY,

Manufacturers of the Highest Grades of Microscopes, Objectives of All Kinds, Photographic Lenses, Telescopes, Eye Pieces, etc.—No. 75 Stone St.



The Gundlach Optical Company, organized in 1883, is composed of Messrs. Ernst Gundlach, John Zellweger, Henry H. Turner and John C. Reich, experienced and competent optical instrument and appliance manufacturers. Occupying one floor at No. 75 Stone street, and employing a large number of specially trained artisans, besides a splendid complement of the finest scientific machinery and apparatus, the company is prepared to fill, in the best manner and at short notice, all orders for superior work and appliances in their line, comprising microscopes of every degree of power, and of the highest grades, every variety of object glasses, telescopes, eye pieces, photographic lenses, and all special optical work. The rectigraphic lens for the use of photographers, herewith illustrated, is confessedly of the best class, and the only

lens of that grade made in this country, patrons of this house thereby saving the duty imposed upon the importation of this description of goods, besides encouraging American manufactures. The company say of this lens: "Although the manufacture of photographic lenses is with us a comparatively late departure, yet the splendid qualities of the rectigraphic (it being constructed on a principle superior to that employed in the construction of any other photographic lens in the market) have won for it, in the short time it has been before the photographic public, a well recognized place in the front rank of photographic objectives, and our sales of it during the past year have far surpassed our greatest expectations. The rectigraphic possesses all the qualities required to make it equally valuable for either landscape or portrait work. For the latter purpose we recommend especially the large sizes, from No. 4 up. When used with the modern dry plate, they will equal the best portrait lens in rapidity, while, with their full opening, they have wonderful depth and microscopic sharpness. The rectigraphic is superior to any lens in the market in flatness of field, and is the only one that can be focused sharp at the extreme edge of the field, being free from astigmatism. Each lens is supplied with a set of diaphragms in a morocco case."

In addition to the rectigraphic the company makes several other styles of photographic lenses. Their perigraphic lens is the only instantaneous wide angle lens in the market, and is destined to be of great value to, and very popular with, photographers. They also make a lens of extreme wide angle for use in confined situations. All these lenses come in sizes varying from twelve-sixteenths of an inch to three inches. They are fully indorsed by leading photographic artists of Rochester, New York city and elsewhere.

This company is also deserving of great credit for the fact that they are the first and only firm in the United States to give the scientific public the benefit of microscope objectives, made from the celebrated "new" or apochromatic glass, made in Germany, about which so much has been written in the various journals of the day. It may safely be said that the work of the Gundlach Optical Company has done much to give the city of Rochester a high standing in the commercial world for the manufacture of the best grade of scientific instruments.

W. D. CHAPMAN, SON & CO.,

Manufacturers of Fishing Tackle and Sporting Goods—No. 121 State St.



There are few anglers of any experience, no matter in what part of the civilized world, but are familiar with the name, and probably with the goods, of W. D. Chapman, Son & Co., one of the leading manufacturers of the world, in this line. The house was established in 1860, at Theresa, N.Y., and was removed to Rochester in 1887, on account of the superior facilities offered by this city for carrying on an enlarged trade. The partners consist of W. D. & B. W. Chapman and J. H. Carnegie, all natives of New York, where they are well known and esteemed. Mr. Carnegie, the lately admitted partner, is a gentleman of the highest business qualifications, whilst of the Chapmans, father and son, it may be said that if a lifetime spent in the conscientious and unflagging pursuit of an object merits its attainment, their pronounced success is well deserved and due to no fortuitous circumstances. The large sum of \$40,000 is invested in this business, and used with the forethought and judgment which characterize all the transactions of this house. The trade which, besides covering the whole of the United States includes considerable exports, represents the

splendid sum of \$60,000 annually. It has undergone steady increase for years, due to the excellency of the goods and the advantageous circumstances under which the vast resources of the firm enable it to deal with its customers. Although dealing in sporting goods generally, the special trade of the house is in angler's supplies, for which it has gained its high reputation. A large stock of these goods is carried, comprising all kinds of apparatus and utensils, and every description of line, hook, and artificial bait, a considerable number among the best of which are the firm's own invention. W. D. Chapman, Son & Co. issue an artistic and exhaustive illustrated catalogue of their manufactures, which should be in the hands of every disciple of Izaak Walton. This firm is represented on the floor of the Chamber of Commerce.]

JAMES W. GILLIS, .

Manufacturer of Picture Frames and Mouldings—No. 195 Exchange Street.



The history of this, one of the acknowledged leading concerns of Rochester, illustrates in a marked degree what may be achieved by close application to business, unflagging energy and integrity. In 1869 Mr. James W. Gillis established the nucleus of this now splendid concern in a little room in the Walbridge block on State street. There was nothing to indicate more than ordinary success for the infant enterprise, nor was its eventual prosperity assisted by any fortuitous circumstances. Gradually the uniform excellence of its output brought the house into prominence, and in 1880 the business was transferred to its present convenient quarters in the capacious five-story building, the whole of which is owned and occupied by Mr. Gillis.

A force of competent workmen, approximating 160 in number, is employed. The operations are directed to the manufacture of the highest grades of picture frames, mouldings, cabinet frames, fancy mirrors, etc. It is conceded that for artistic design, thorough workmanship and superior finish, the work of this house is unsurpassed in America if in the world. Throughout the length and breadth of this continent these goods are known and held in the highest repute. They are so held because of their entire originality in design and finish, and freedom from established ruts. Mr. Gillis' New York salesroom, at No. 34 Bond street, is in the capable charge of Mr. E. C. Whitney, whose thorough knowledge of the business renders him peculiarly adapted to the responsible position.

Mr. Gillis finds time apart from his business to participate in important movements tending to Rochester's advancement, and holds various positions of trust and importance in municipal affairs outside of politics, which he has wisely kept clear of.

MOORE & BEIR,

Manufacturers of Youths', Boys' and Children's Clothing—Nos. 75, 77, 79 and 81 North St. Paul St.

Messrs. L. W. Moore and I. J. Beir are natives of Rochester, and from boyhood have been connected with the clothing trade in the several capacities of clerks, local and traveling salesmen, retail and wholesale merchants, manufacturers on a small scale, and finally as proprietors of one of the largest clothing factories in the State, outside of New York city. Forming a co-partnership in 1875, they began on a moderate scale on Mill street, where they remained, constantly increasing their facilities and extending their trade connections, until 1882, when they erected and occupied their present mammoth building, Nos. 75 to 81 North St. Paul street, 80 feet front, 140 feet deep, six stories in height, of brick, constructed in the most substantial manner, fire-proof throughout, and, as a further precaution against accidents, surrounded by vacant ground, completely isolated from other buildings. In the basement are placed a powerful engine and two boilers for heating purposes and to run the elevators and other machinery, which includes, besides several hundred sewing machines, several Feno cutters of great capacity. The working force numbers 700, from which it may readily be inferred the output is enormous in bulk and value. It is disposed of as fast as made to the trade all over the New England, Middle and Western States, and with all their facilities the firm is always more or less pressed to fill orders.

Moore & Beir make no men's clothing whatever, confining their attention exclusively to supplying the demand for youths', boys' and children's wear, in which specialties they have few, if any, rivals. They buy their goods in vast quantities for cash wherever the most favorable figures can be found, fabrics considered, in the American, English, French or German markets, and divide the advantages thus secured with their trade. Everything turned out of their factory is of the latest style and design, of superior material, workmanship and finish, and in all respects desirable and salable. They import largely of both goods and foreign novelties in styles, and strive to lead the market in everything pertaining to their especial branch of trade, which includes all grades, from the finest to the most ordinary.

Both members of the firm are young men, full of snap and enterprise, proud of their city, of their success and of their high business standing. Like most live Rochester men, they were early enrolled in the Chamber of Commerce.

JAMES PAYNE,

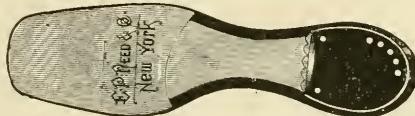
Manufacturer of Cabinet and Picture Frame Mouldings, Window Cornices and Poles, Map and Show Card Mounting, Irregular Wood Turning, etc. etc.—Office, Salesroom and Factory, Nos. 92 Andrews and 169 N. Water Sts.

Among the well-known manufacturers of this class of goods in Rochester, the above house is favorably known for the excellence of its products and the originality and novelties in design produced. Among the special features in the way of improved machinery may be mentioned the Weymouth automatic lathe for irregular turning, the most complete machine of its kind ever manufactured for the production of finished special designs or novelties in the frame and moulding trade. In the well-stocked warerooms of this establishment may always be found a complete line of frames and mouldings for all styles and purposes, while any special design is readily produced in the well-equipped factory in the rear. Window cornices and poles, cabinet and picture frame mouldings, map and show card mounting are among the specialties produced. The factory situated in the rear of warerooms is large, provided with all improvements and facilities for the manufacture of the above grades of goods.

The proprietor, Mr. Payne, is a gentleman of large experience, a practical workman, who supervises personally the production of all work in the several departments. The business, which has long been established, is rapidly extending not only in this city but in various portions of this and the surrounding States, and large shipments are constantly made to outside customers, who, realizing and appreciating the class of goods produced, and the very reasonable prices charged for the same, have been and continue to be steady patrons of the house. Strangers in Rochester and intending purchasers are always welcome to look over and compare prices with those of other manufacturers.

E. P. REED & CO.,

Manufacturers of Ladies' Fine Shoes—South St. Paul Street.

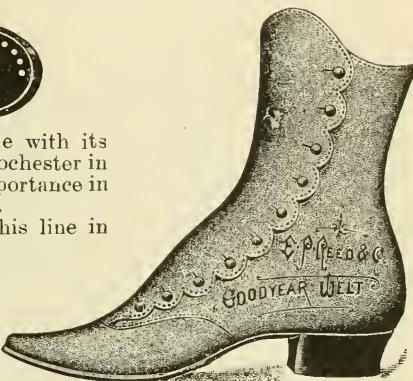


The wonderful growth of the shoe trade with its rapid extension of late years has placed Rochester in the proud position of fourth in order of importance in that industry throughout the United States.

The number of the firms engaged in this line in Rochester is very great; but, as in every other industry, a few houses stand prominently out from the mass as eminently representative of their particular business, so in the shoe trade this position here is unanimously granted to E. P. Reed & Co., on account of the magnitude of their operations and the integrity of their dealings. The business was established twenty years ago on a comparatively small scale, from which enterprise and a close attention to business, has raised it to its present splendid proportions.

The company occupy 25,000 square feet in their imposing building, five stories in height, on South St. Paul street, in which 280 hands find constant employment. The very latest and most approved kinds of shoe machinery are in place in the factory, having a capacity of 1,000 pairs of shoes daily.

Experts are employed in the selection of the material and the greatest skill and care are exercised in the make up, with the result that the house turns out an article which insures a large demand. The house was very fortunate in the selection of a business site which gives them remarkably good manufacturing and shipping facilities. The firm's trade is in the West and South, where their goods are held in very favorable repute, their *specialite* in particular, McKay sewed, hand-turned and Goodyear welt ladies' fine shoes, being in constant demand. To the practical experience, extending over 20 years, of Mr. Reed, with whom Mr. Y. Farley, jr., is associated in the management, is no doubt to be attributed in a large degree the success of the house and the wonderfully rapid development of the trade, which last year increased as much as 40 per cent., or nearly half. The outlook of E. P. Reed & Co. is particularly encouraging, and a vast improvement in their already very large business may confidently be expected. Both gentlemen are members of the Chamber of Commerce.



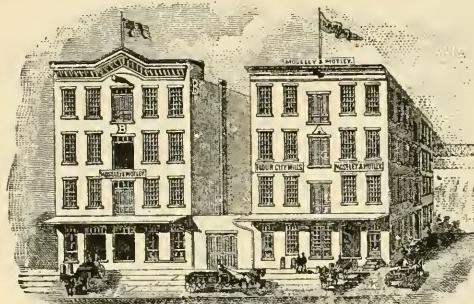
STONE & CAMPBELL,

Merchant Millers—Irving Mills, Brown's Race.

Among the foremost of those who still maintain Rochester's old-time reputation in milling is the firm of Stone & Campbell, proprietors of the Irving Mills, Mill street and Brown's race. These mills were erected in 1840 by Mr. J. C. Stone, who died in 1858. The present firm, composed of Messrs. H. D. Stone and T. C. Campbell—the first-named a son of the founder—was organized in 1872. The Irving Mills, four stories, 50x110 feet, were entirely overhauled and refitted some years ago, since which time they have been kept up to the highest standard of efficiency, the equipment embracing all that is latest and best in modern improved gradual reduction and roller process machinery, driven by Genesee river water power, utilized by means of powerful turbine wheels of the latest and best design. These mills, with capacity of four hundred barrels per diem, are devoted to a line of choice grain products, viz.: "H. D. Stone" wheat meal, "W. W. Carr" Graham flour, and "Irving Mills" patent rye flour, roller process—all of which are of the highest grade and deservedly popular. The firm also own and operate a fine flouring mill at Elmira, capacity two hundred barrels daily, turning out superior grades of that product.

MOSELEY & MOTLEY MILLING CO.

J. B. Moseley, President; C. E. Angle, Secretary and Treasurer—Operating the Flour City Roller Mills, A and B, Mill St.



George Motley purchased the interest of Mr. Chapman, and succeeded to the interest of his father. In 1862 J. B. Moseley became a partner, and in 1881 E. A. Webster became a member of the firm. In December of 1881 Mr. Motley died, and in December of 1887 Mr. Webster was killed, he being one of the victims of the dreadful naptha explosion. April 1, 1888, the remaining members of the old firm of Moseley & Motley incorporated their business under the laws of the State of New York, electing J. B. Moseley president, A. J. Motley vice-president, and C. E. Angle secretary and treasurer.

The plant of the present company consists of two mills, A and B, the former 50x100 feet, four stories in front and six stories in the rear, and the latter 50x100 feet, four stories in front and seven stories in the rear. The "A" mill has three run of stone on middlings, besides recent improved roller process machinery. The "B" mill is provided exclusively with the latest improved roller process machinery. These mills are the largest in the city, employ thirty men, use hard Duluth spring wheat of No. 1 quality, and New York State white and red wheat. Their combined capacity is 700 barrels of flour daily, and the articles manufactured comprise "Spring Patent," "Bakers," "Straight Spring," "Winter Patent," "Family" and Graham flour. The territory covered by the sales of this large and prosperous house embraces the Eastern States, New York, New Jersey and Pennsylvania. The mills are running to their full capacity, there being a great demand for their products. All the members of the firm are Rochester men, well known and highly respected for their individual and business integrity and enterprise, which has so materially advanced the welfare of the city wherein they carry on their successful and growing business interests. The company is represented in the Chamber of Commerce.

EDWIN B. SINTZENICH,

Proprietor Rochester Engine and Boiler Works—Builder of Steam Yachts, Tug and Canal Boat Engines, etc.—No. 117 North Water St.

The balance slide valve engine originated and is manufactured exclusively by Mr. Edwin B. Sintzenich, of Rochester. This slide valve is universally indorsed by practical engineers everywhere, and coming steadily into general use.

Mr. Sintzenich was born here, is an accomplished machinist and engineer, and embarked in business on his own account in 1878, at No. 12 South Water street, whence he removed in 1886 to his present location, the ground floor, 25x85 feet, No. 117 North Water street, where he is much more eligibly situated, and in all respects better equipped for the business to which he gives his attention, which includes the construction of light pleasure yachts complete, tug and canal boat engines and boilers, and the execution of orders for jobbing and repairing of all kinds. Mr. Sintzenich is the inventor of what is pronounced a superior type of improved upright boiler, well worthy the attention of yachtsmen and canal boatmen.

The soubriquet of the Flour City has long been a deserved designation of Rochester, and although the amount of manufacture of this necessary staple has been eclipsed by Minneapolis, the latter city has not succeeded in surpassing in quality. For superiority of grade and large capacity for production there is no plant in the city that excels the Flour City Roller Mills, now operated by the Moseley & Motley Milling Company, and whose mills, A and B, are situated on Mill street.

The firm was inaugurated in 1861 by Moseley & Chapman. In 1862

by Moseley, and in 1864 J. B. Moseley

and in 1880 C. E. Angle was admitted to a

partnership, and in December of 1887 Mr. Webster was killed, he being

one of the victims of the dreadful naptha explosion. April 1, 1888, the remaining

members of the old firm of Moseley & Motley incorporated their business under the

laws of the State of New York, electing J. B. Moseley president, A. J. Motley vice-

president, and C. E. Angle secretary and treasurer.



Manufacturer of and Dealer in Fine Candies and Confections—No. 50 East Main St.—John T. Roberts, Resident Manager.

The antiquity of this branch of manufacture is undoubtedly, but just how far back such articles were made is impossible to state. It is not our specific purpose to pursue antediluvian investigation in this article, but to introduce the public to a house here which might be the lineal descendant of the first candy maker, and have improved through each successive generation, so perfect are their products at the present day. This fact is so thoroughly recognized that the name is a guarantee for superior excellence, and the face of the fair recipient is wreathed in smiles when presented with a box of candy whereon appears the "open sesame" to the excellent candy of Huyler.

Under this well-known name exists an incorporated company, who operate a large number of stores at various principal cities, one of the most celebrated being that located at No. 50 East Main street in this city. This was established in 1881, by Mr. John T. Roberts, the present resident manager, and there are transacted the multifarious manufactures of this celebrated house, comprising their well-known candies of all kinds and descriptions, as well as various specialties for which the house is noted, such as cocoa, chocolate, medicated candies, and special novelties for weddings, dinners, banquets, etc. This house also imports all its celebrated Parisian novelties direct from the first manufacturers there, and therefore in this line, as in its own products, is unexcelled.

The premises occupied are at the corner of Main and Front streets, being 28 feet on the former by 38 feet on the latter thoroughfare, and comprise the ground floor and basement, in the latter location the manufacture being carried on. The ground floor is the retail department, and is a gem of beautiful and artistic decoration. The ceilings and walls are finished in superb scrafitto work, and with handsome medallions to enhance the design, and is justly entitled to the distinction it has achieved of being the handsomest store in the city. Although lighted by handsome plate-glass windows on both fronts, incandescent electric lights, in groups, dot the ceiling and are kept burning day and night, thus making the extreme beauty and tastefulness of the decorations readily perceptible at all times. The trade of the house comprises the *elite* of Rochester and vicinity, and this store is constantly thronged with the most distinguished of our society people, to whom the name and confections of Huyler "are familiar in their mouths as household words."

Mr. Roberts, the efficient and popular manager, is a native of the Empire State, and a thorough business man in the prime of life. He is not alone remarkably successful in managing the large and growing trade of the house, but is as capable in promoting every public movement for the weal of the city, and is therefore as highly esteemed in commercial as in society circles. He is an active and energetic member of the Chamber of Commerce.

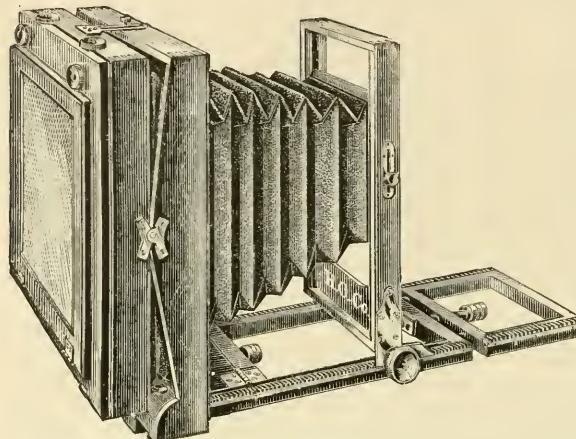
FRED. D. ALLING,

Manufacturer of Superior Writing Inks and Office Mucilage—No. 155 West Main St.

If twenty years' experience in the manufacture of an article is a guarantee of excellence, the productions of Mr. Alling's labor are unquestionably entitled to the claim of superiority. The firm manufactures a first-class quality of writing ink, which, with their office mucilage, finds a ready and extensive market in all parts of the United States and Canada. The standard reputation of these widely-known goods occasions a continually enlarging demand, to further which the house keeps a number of travelers constantly upon the road. The business is carried on in the commodious premises at No. 155 West Main street, where the staff of employes is kept fully occupied.

ROCHESTER OPTICAL COMPANY,

**Manufacturers of Photographic Apparatus—Bee Hive Building, Rochester,
N. Y.—W. F. Carlton, Proprietor.**



manufacture, is himself a highly accomplished photographer, and thus able to judge accurately the needs of others. The firm employs only skilled workmen and the very best material, and their goods are turned out under the direct supervision of the management. If these facts are not sufficient guarantee of the unequalled superiority of the manufacture, corroboration is found in the enthusiastic indorsement of photographers and the trade. The house keeps pace with the times, adapting their apparatus to every fresh arising need, and adopting every new improvement. The result is that their various descriptions of photographic outfit are at once the most complete, serviceable, and economical. The specialty of the firm, in which it justly prides itself, is the production of the finest view cameras for amateurs and professionals. These goods have a ready sale in every part of the United States, Central and South America. The demand for them is excessive, and increased about 30 per cent. during the late season; complete catalogues of which and other photographic apparatus are mailed upon application. To comply with these calls the company employ a large staff of hands, and run a quantity of first-class machinery. Indeed their plant is one of the most complete of its kind in the country. Their premises are commodious and conveniently situated in the Bee Hive building, Aqueduct street. The reputation of the concern is so high and widespread that further commendation of their manufactures is unnecessary; but it may be added that the business is in an exceedingly prosperous condition, and the present phenomenal increase in it shows no signs of abatement. Mr. Carlton is the inventor of several improvements in photographic apparatus and the author of a very valuable little book named the "Amateur Photographer."

One of the most useful and interesting arts is, undoubtedly, that of photography. Its increased knowledge and the practice of it during late years is due to the excellence and cheapness which has been attained in the manufacture of the apparatus. This city contains one of the most important concerns connected with this industry, in the Rochester Optical Company. The company was organized in 1882 and came under the management of its present proprietor Mr. W. F. Carlton, in 1883, who besides being thoroughly acquainted with every detail of the

ROCHESTER PAPER CO.

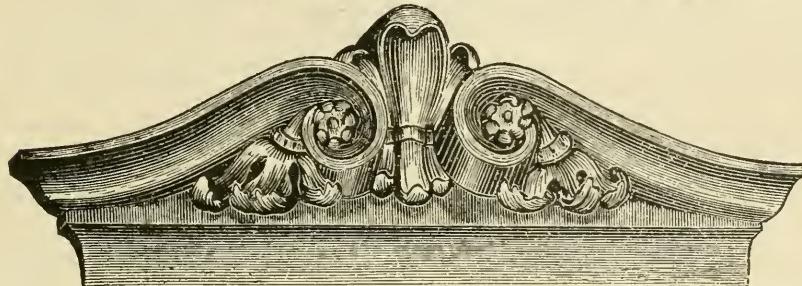
**C. S. Hastings, President; W. A. Hubbard, Vice-President; A. C. Hastings,
Secretary—Paper Manufacturers—Lower Falls of the Genesee River.**

The Rochester Paper Company was incorporated in 1864; that company now has a paid-up capital of \$175,000. Their plant of machinery and accessories occupies about two acres of land and fifteen buildings at the lower falls of the Genesee river, and the facilities employed are very large and complete.

Wood-pulp enters largely into their print paper as an ingredient, and this substance makes the paper more tenacious and far less brittle than straw-pulp, and also is devoid of the objectionable yellow fragments of straw that are always present in paper made with that substance as a component.

GOGGIN & KNOWLES.

Edward Goggin and J. W. Knowles—Tin, Copper and Architectural Galvanized Iron Works—Nos. 378 East Main and 28 Stillson Sts.



This house was founded in 1878 by the present firm and at their present location, and during their business career they have met with deserved success from the quality of their work and their accurate methods of dealing with their customers. In the building occupied by this firm they have one floor, 20x200 feet, where they have special machinery needful for the prosecution of their business, a cornice machine and press of the latest and most approved designs. They manufacture tin, copper and galvanized iron goods, making a specialty of cornices, crestings, etc., and of slate and tin roofing and general job work, furnishing estimates on any required work at short notice. Among much other work done by this firm in the city and elsewhere may be mentioned the ornamental work, cornice, etc., on the Childs block, North St. Paul street; on the Davis block, East avenue, and on the Protective hose house, Fitzhugh street. Their trade is large and growing, extending chiefly throughout this city and Western New York.

Both members of the firm are natives of this city and practical workmen in the business they successfully carry on.

A. J. REIBLING.

Insurance—Room 12, Osburn House Block, Corner Main and St. Paul Sts.

In the front rank of Rochester insurance men stands Mr. A. J. Reibling, whose eligibly located office, in room 12, Osburn House block, is one of the most attractive in the city. Mr. R. is a well-known and popular underwriter of large experience, having conducted the business here since 1872.

Mr. Reibling represents a splendid line of companies, among them the Continental, of New York; the Newark Fire, of New Jersey; the Milwaukee Mechanics', the Citizens' and the Peoples', of Pittsburg, and others, all sound, safe and reliable corporations, well-established and famous, each offering some special feature of advantage to the insurer. Of the Milwaukee Mechanics' Fire and Lightning Insurance Company it is only necessary to say that its phenomenal success has advanced the book value of its stock to 472, which, with but one exception, is without parallel for magnitude. The safety fund policies are a prominent and valuable feature in protecting the policy-holder and, providing against extraordinary conflagrations. The Milwaukee Mechanics', with its net surplus nearly four times its capital, stands in foremost ranks of American millionaire companies. Its meritorious record for the past thirty-five years, for fair adjustment and prompt payment of its losses, is a forcible testimonial to those having property to insure.

One of the surest tests of a strong company is the amount of assets to each \$100 liabilities, for which the Firemen's Insurance Company has \$742, and of net surplus to each \$100 liabilities the same company has \$372.

A further evidence of Mr. Reibling's popularity and of the trust confided in him, is the position he occupies as financial secretary in several savings and loan associations, which are now recognized as solid financial institutions for investment by all classes.

NORTHWESTERN MUTUAL LIFE INSURANCE CO. OF MILWAUKEE, WISCONSIN.

Assets, January 1st, 1883, \$28,858,018.90—Surplus, \$4,041,889.18—M. D. L. Hayes, General Agent, Elwood Building, Rooms 19 and 20, Rochester, N. Y.

This company was organized and commenced business November 25th, 1858. To-day it invites comparison with all other companies of the country on the vital points—**STRENGTH, SAFETY and CHEAPNESS.**

STRENGTH—Its four-per-cent. (actuaries) basis is a standard of safety so conservative that **SEVENTEEN YEARS** after this reserve was adopted by this company it was adopted by the State of New York as the legal safeguard for the fullest protection of the insured. For so long a time had the company been giving its policy holders a security to which legislation could find nothing to add! The same prudence confines its investments almost entirely to loans secured by bond and mortgage upon the most productive of farming lands, whose increase in value is more rapid than that of any other possible to secure; a value not affected by panics or periods of depression. No other company can show six-sevenths of its assets invested in loans on bond and mortgage.

The Northwestern Mutual is the only one of all the large companies which has not a single dollar invested on fluctuating securities, and by the provisions of its own charter, as well as by the State law, it is restricted from ever taking such chances. Its salaried loaning agents have no temptation to negotiate unsafe loans for the sake of commission, and the borrower is thus able to pay a higher rate of interest directly to the trustees. The promptness of interest payments and the small amount unpaid upon the due dates as published in frequent statements, are among the wonders of the financial world, and the actual statistics of the affairs of this great corporation show an established prosperity so far beyond reasonable expectation as to be almost incredible.

Its location has proved an immense advantage in respect to high rates of interest. No other large company can show, for a single year, such an interest income as is a matter of many years' history with the Northwestern Mutual. **ITS DEATH CLAIMS, EXPENSES AND TAXES, WERE PAID FROM THE INTEREST ALONE DURING THOSE YEARS!** Comment is superfluous on the financial management of a company whose payments to policy holders, added to the present assets, amount to over nine millions more than the entire premium receipts. Its new business has been for years more than double that of any other company working exclusively in the United States.

SAFETY.—The Northwestern is a purely mutual company, with no capital stock. Its partners are its policy holders, among whom all profits are divided. Each thousand dollars of insurance means a vote in the management of the company's business. The proxy system has been most carefully restricted in the charter; no officer, trustee, agent, clerk or employee of the company can cast a proxy vote; policy holders are free to inspect the open books and records; and the trustees appoint a committee by whom the company is examined twice a year. The death losses upon the books of this company for the past four years have averaged less than **ONE PER CENT.** of the mean amount of the insured, a mortality rate before unheard of in the history of life insurance, in a company of the age and size of the Northwestern—the fifteen other most prominent companies having for the past ten years averaged forty per cent. higher.

This is the result of its extreme caution in taking risks, and is further secured by the limiting of its territory to the Northern United States, where conditions are most favorable to longevity.

CHEAPNESS.—With its premiums the same or lower, the Northwestern is able to furnish exactly similar policies at from fifteen to forty per cent. cheaper than other companies. Life insurance has been reduced to a science, and every possible advantage in its calculations has been seized upon by this company; every form of policy contract has been adopted that could possibly be desired for protection or investment, all based upon the most accurate mathematical system. The **STRONGEST, the SAFEST, the CHEAPEST**, must be the **BEST COMPANY**.

The branch of Western New York is under the able management of Mr. M. D. L. Hayes, who has so energetically and untiringly kept before the people the necessity of life insurance, and the superior advantages offered by the company which he represents, that he has accomplished the double work of educating the public and building up a very large and flourishing business in his department. He employs as special

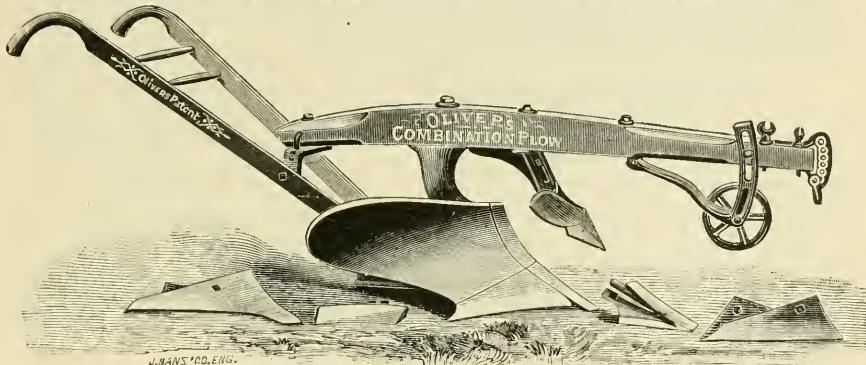
and local agents in the principal cities throughout this region only men of strict integrity and influence.

Mr. Hayes is a native of New Hampshire. After leaving school he traveled for several years, and then settled in New York city, from which place he came to Rochester in 1875. He has had nearly fifteen years' experience in the business of insurance, and brings to any work in which he engages the qualities which insure success, and which inspire confidence in all who know him.

He has centrally located and attractive rooms in the Elwood Building, Nos. 19 and 20, fronting both East Main and State streets.

WEAVER, PALMER & RICHMOND,

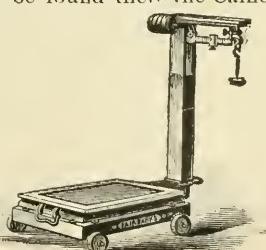
Wholesale and Retail Hardware, House Furnishing Goods, Cutlery, Agricultural Implements, Belting, etc.—Nos. 31, 33 and 35 East Main St.



J. HANS CO. ENG.

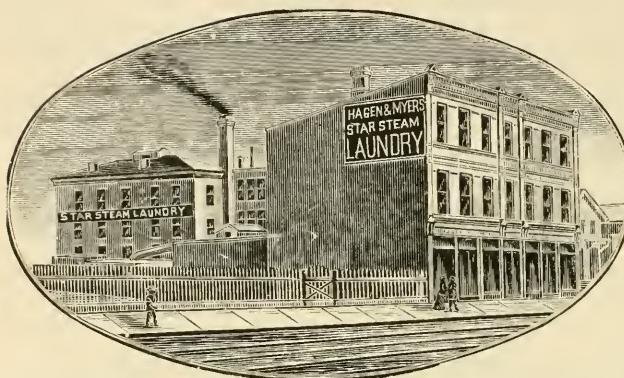
No better indication of the prosperity and progress of Rochester's commercial interests could be desired than is supplied by the career of the house named above, which, established in 1886, has already built up a trade that permeates all portions of New York, and is still growing rapidly in volume as well as territorially. Occupying the spacious five-story building Nos. 31, 33 and 35 East Main street, they enjoy superior facilities for the storage and sale of all goods pertaining to the hardware and house-furnishing trade, of which they handle vast quantities in both the wholesale and retail departments. Their stock of the goods noted is very large and covers the entire field, besides a beautiful line of foreign and American table and pocket cutlery, tools, etc. They also carry a large and complete stock of apple-paring and slicing machinery, including Goodell's Eureka, Tripp's Excelsior and Rice's paring machines, as well as the Pease slicers and choppers. In the agricultural implement department they present a very fine display of machinery and tools, their house being the Western New York branch of the Oliver Chilled Plow Works and general agency for the "Planet, Jr.," hand and horse cultivators and seed drills, and "Stoddard" creameries and barrel churns. This house is the sole Rochester agency for the W. T. K. spring-tooth harrow and the celebrated Fairbanks scales, of which latter they carry a large line always in stock, making their store a good depot of supplies for grocery houses, etc., to buy their outfit of scales, trucks, measures, oil pumps, scoops, etc.—all to be found there in great variety. Also can be found there the Calhoun broadcast seed sowers, which are claimed to be the best article of the kind to be found on the market. They also carry a very large and complete line of builders' hardware, and this house will always be found at the bottom of the market as to prices. They also have the celebrated Lane's barn door hangers, the best made.

The firm is composed of Messrs. S. J. Weaver, Griff D. Palmer and Lee Richmond, all native New Yorkers, active, enterprising and thoroughgoing, whose successful labors so far are but an evidence of what they will accomplish in the future.



HAGEN & MYERS,

Steam Laundry—North Ave.



here, there was nothing to indicate that they were planting the germ of the largest concern of that kind west of Troy, but the event has proved that they were doing that very thing. Excelling from the first in quality, they have steadily increased the quantity of their output, adding to their facilities and enlarging their premises from time to time, until, as proved by their books, they now employ one hundred men, women and girls, besides a costly outfit of improved machinery, and wash and iron an average of 4,000 shirts and 75,000 collars and cuffs per week. This exhibit includes only fine work for men. The plainer work of all kinds swells the account enormously.

Superior work, prompt delivery, careful handling and moderate charges is the motto.

WEAVER & GOSS HARDWARE CO.

John W. Goss, President; T. B. Oliver, Vice-President; W. C. Wait, Secretary and Treasurer—Wholesale Hardware—Nos. 53 and 55 North St. Paul St.

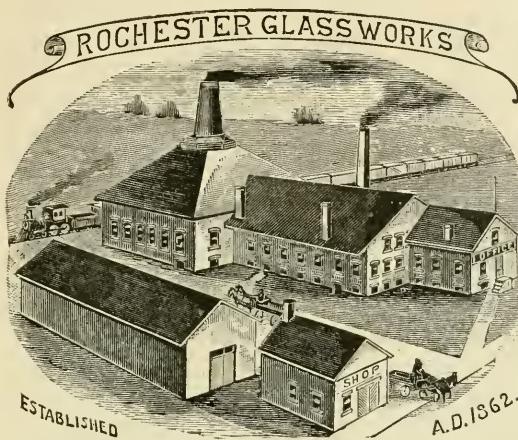
The above-named concern—the only exclusively wholesale hardware house in Rochester—was incorporated in January, 1886, to succeed the old established firm of Weaver & Goss, that for sixteen years previously had conducted a wholesale and retail trade in the same goods on Main street. The removal to Nos. 53 and 55 North St. Paul street was for the sole purpose of securing more convenient and commodious quarters for the transaction of a vastly increased business, the retail department being abandoned for the same reason. The building is a spacious and handsome brick structure of six stories and basement, 46 feet front by 112 feet deep, with basement, perfectly appointed and beautifully arranged within and without from roof to foundation, substantially constructed, and one of the most desirable locations in the city for this particular branch of business, broad stairways and swift elevators rendering one portion almost as easy of access as another.

In the basement are placed the boiler and engine for elevator and heating service. Here also are stored heavy stocks of nails, iron, steel and heavy manufactured goods, etc. On the first floor are the office, sample and salesrooms, receiving and shipping departments. The second floor is set apart for shelf goods and the packing of orders, and the remaining floors to the storage and exhibition of general stocks that embrace everything in any way related to the hardware and house furnishing goods trade in the most comprehensive manner possible, for which there is immediate or prospective demand. In a word, this is one of the largest, best equipped, best stocked and most prosperous wholesale hardware houses in the State outside of Manhattan island, enjoying an immense popularity with the trade all over Central and Western New York. Twenty-eight clerks, salesmen, etc., are employed, and the house is a prominent one in the commercial world, energetic and enterprising. The firm are enrolled with the Chamber of Commerce, President Goss being one of the Board of Managers of said body.

Messrs. Hagen & Myers have, by strict attention to business and a determined, long-continued perseverance in doing the very best laundry work attempted anywhere, built up in the past fourteen years an immense patronage, embracing the city of Rochester and scores of neighboring cities, towns and villages. In 1874, when they established their small, unpretentious laundry

ROCHESTER GLASS WORKS.

**Eugene P. Reed & Co.—Manufacturers of Bottles of Every Description—
No. 380 Plymouth Ave., on the B. N. Y. & P. Railroad.**



This is an industrial establishment of which Rochester has just reason to feel proud, since it contributes largely to spread abroad her fame for good taste and mechanical excellence. The works have been in existence for a number of years, and from small beginnings have developed into large proportions, the premises now comprising about an acre of ground, covered with factory and storage buildings. Sixty persons are employed, and, the specialties embracing every variety of plain and colored bottles for beer and mineral water, together with an endless line of patent medicine bottles, the output is about sixty gross daily.

It is encouraging to learn that

the past year has been a prosperous one for the Rochester glass works, and that the outlook is for a steadily increasing business in the future.

SMITH, PERKINS & CO.,

Wholesale Grocers—Exchange St.

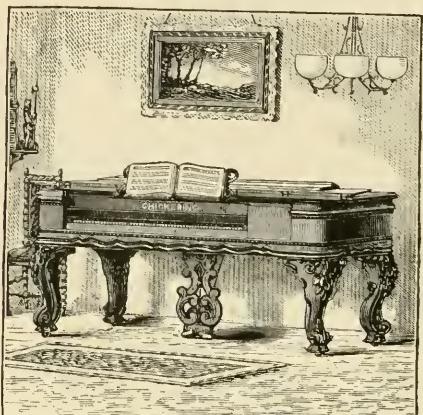
There is something peculiarly attractive about a business house of great age—a house founded before the generation who are now its patrons and friends were born, and that from first to last has possessed the respect, confidence and favor of the same community, fathers, sons and grandsons. Such a house is that of Smith, Perkins & Co., established in 1826—sixty-two years ago—by the late Elijah F. Smith, afterward the first Mayor of Rochester elected by popular suffrage and sire of the present head of the firm, which is composed of Messrs. Charles F. Smith, Gilman H. Perkins and Harvey W. Brown. The style—Smith, Perkins & Co.—was adopted in 1853, and is as extensively and favorably known to the grocery trade of New York and adjacent States as that of any house in existence.

Smith, Perkins & Co. occupy as salesrooms and offices the fine five-story stone-front building, 48x165 feet, on Exchange street, and also have two large warehouses in other parts of the city, their storage and working space aggregating in all over 50,000 square feet of floors. Their stock, including everything in the line of staple and fancy groceries, shelf goods, grocers' sundries, teas, coffees, manufactured tobacco, cigars, etc., required by the trade, is always full, fresh, carefully selected and salable. It were tedious to particularize, but the retail dealer may at all times feel confident of finding here anything he wishes, in ample quantity and at prices as low as any legitimate interior wholesale grocery house can honestly quote. The firm are also manufacturers of "Standard" baking powder, justly celebrated for strength, purity and wholesomeness, and agents for the renowned Jas. S. Kirk & Co. soaps.

Mr. Gilman H. Perkins is president of the Union Bank of Rochester, an active promoter of the Western New York Institute for Deaf Mutes, a large real estate owner, and a trustee of the Rochester Savings Bank, as is Mr. Smith. Mr. Brown is a native of the county, has resided in Rochester since 1851, and is a wide awake, energetic member of the Chamber of Commerce and president of the Rochester Fire Department. All are honored and respected citizens and A 1 business men, as may be inferred from their sales, averaging more than \$1,200,000 a year.

J. W. MARTIN & BRO.

Pianos and Organs—Western New York Agents for Chickering and Steinway
Pianos—No. 73 State St.



magnificent line of their unsurpassed productions, and will furnish the same to purchasers at manufacturers' prices. They also carry a varied assortment of pianos from other celebrated makers—Decker Bros., Stultz & Bauer, Hardman, Lindemann & Sons, Kurtzman and others, together with the famous Burdett, Story & Clarke, New England and other organs. Every instrument sold is fully covered by guarantee, and patrons may either rent, purchase on monthly installments or pay cash down, as may be most convenient.

Probably no other city in the world of equal population furnishes so good a market for music, musical instruments and musical goods generally as does Rochester. Not a little of the credit is due to the noted house of J. W. Martin & Bro., which for the past twenty-three years has catered acceptably to this trade and supplied thousands of families with the means of innocent and elevating pleasure.

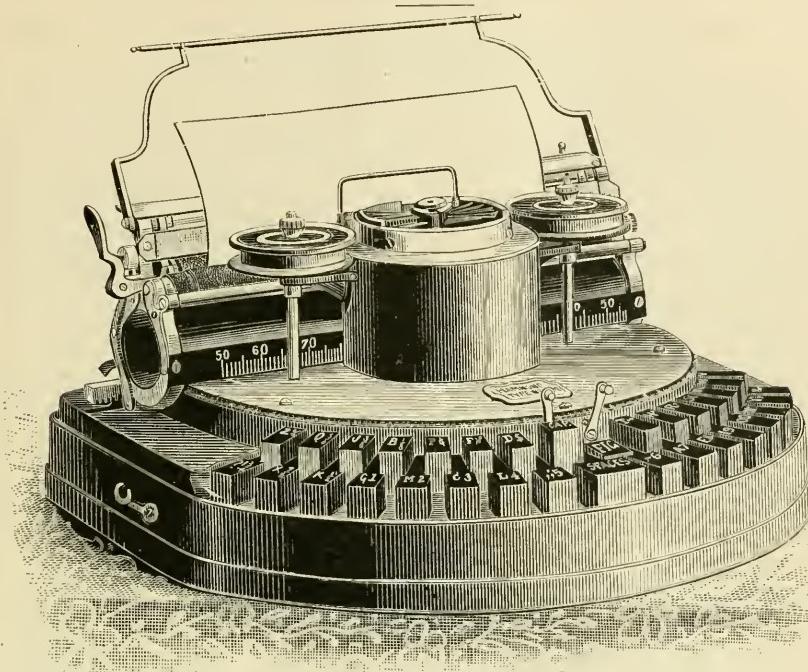
This house, composed of Messrs. J. W. and Hosea Martin, owns the large and attractive four-story brick building No. 73 State street, and occupies the ground floor and basement, 21 feet wide by 135 feet deep, with a beautiful stock of choice instruments. As Western New York agents for Chickering & Sons and Steinway & Sons, they exhibit a

MISS M. MADDEN,

Millinery and Art Embroidery—No. 66 East Main St.

The wide-spread fame of the Flower City as an art and fashion center is well deserved, wealth, culture and refinement finding here many attractions of which few inland cities can boast. One of the most fashionable resorts of Rochester ladies is the elegant millinery and art embroidery establishment of Miss M. Madden, No. 66 East Main street. Here, in pleasant weather, may every day be found quite a gathering of society belles, their mothers, their cousins and their aunts—not a few from distant cities and villages—inspecting, admiring, criticising and selecting from the always fresh and comprehensive stock of latest novelties in hats, and bonnets, and flowers, and ribbons, and laces, and the endless lines of dainty and lovely things that the fairer half of creation most affect when resolved on conquest. But the display of millinery goods is not all. Probably no other establishment outside of the metropolis exhibits so large and varied or so beautiful a collection of rare work in art embroidery, all of which is designed and exhibited on the premises. To judge from the constant pressure to see and purchase, there can be no doubt of the popularity of this department and its resources on the part of those best qualified to decide upon the merits of the work in question. In this connection, it may be added, Miss Madden makes a speciality of designing and stamping, not only for execution in her own establishment, but for those who wish to do the needlework themselves. Every stitch of embroidery done on the premises is hand work of the most careful description. Taking these things into consideration, it is little wonder that the *elite* of Rochester female society flocks hither in ever-increasing numbers, nor that Miss Madden's star of favor is permanently in the ascendant. She occupies three floors 25x50 feet, employs ten assistants, and does a fine business.

THE HAMMOND TYPE-WRITER.



The usefulness of the type-writer was demonstrated long ago, and from a mere mechanical experiment, ingenious and interesting, it has advanced to the position of a prime necessity of every well-regulated business office, as indispensable and vastly more convenient than the pen and ink, which for most purposes it seems likely to supersede. The triumph of the type-writer being thus assured, there remains but one point for the prospective buyer to settle—which of the numerous styles on the market is best suited to my requirements? This problem is greatly simplified if it is borne in mind that of all the multitude of so-called type-writers, only about three are worthy of consideration in connection with practical work, and of these three at least two are comparatively useless where great speed, accuracy, neatness and evenness of alignment, and diversity of application (as in tabular matter, the filling of blanks, etc.), are required. With no desire to disparage the claims of other machines, the writer of this is convinced upon investigation that in the grand essentials named the Hammond type-writer has not more than one competitor worthy of being named in the same breath. The Hammond is peculiar to itself, differs from all others in principles of construction and operation, and combines so many and important improvements and advantages that it is practically perfect, and such seems to have been the opinion of the judges who have passed upon its merits in competitive exhibitions for several years past, the following awards having been made: American Exhibition, London, 1887, highest award over all competitors, "the best type-writer for office work where speed is required;" New Orleans Cotton Centennial Exposition 1884, the only gold medal; American Institute, New York, 1884, '85, '86 and '87, the highest award; Mechanics' Fair, Boston, Mass., 1887, the only gold medal. Mr. Charles M. Proctor is the general agent for this locality, with handsome offices in room 337 Powers' block. He is a native of Maine, has resided in this State for fifteen years, has a wide and valuable business acquaintance, is an active, energetic and capable man, and is very successful in introducing and disposing of the Hammond type-writer, in the great merits of which he is a firm believer. Mr. P. also carries a superb stock of Underwood's type-writer supplies, ribbons, carbon papers, fine linen papers, drop cabinets and tables for type-writers, etc. An examination of the Hammond is solicited, and buyers are guaranteed satisfaction.

HOP BITTERS MANUFACTURING CO.

A. T. Soule, President and Treasurer; Wilson Soule, Secretary; Manufacturers of Hop Bitters—Nos. 74, 76 and 78 Mill St.

Hop Bitters, famous all over Christendom for their rare curative and tonic virtues, are distinguished from all other preparations offered under the name of bitters by the absence of alcohol in any deleterious quantity, simply using enough to preserve the compound. They are purely vegetable, compounded from extracts of hops, buchu, mandrake and dandelion, contain nothing that can by any possibility injure the most delicate system, purifying the blood and tissues, reinvigorating the functional action of the organs, and making a new man or woman of the drooping invalid. For constipation, general debility, dyspepsia, kidney or urinary complaint, liver complaint, nervousness, in short, all diseases of the stomach, blood, liver, nerves, kidneys and urinary organs, they are an unfailing specific, indorsed and recommended by thousands of grateful beneficiaries, among them many well-known ministers, lawyers, editors and other prominent people.

The Hop Bitters Company was incorporated in 1872, with a paid-up capital stock of \$125,000, officers as named above; laboratory and office, Nos. 74, 76 and 78 Mill street, Rochester. The building of the company is a handsome three-story brick, 40x44 feet, with basement, fitted up with a valuable equipment of chemical and other apparatus and appliances, and gives employment to a large number of persons. Branch houses, each provided with separate laboratories, are established at Toronto, Ont.; London, England; Antwerp, Belgium, and Melbourne, Victoria, and all are in a prosperous condition.

H. J. HOWE & CO.,

Manufacturers of U. S. Standard Scales of Every Description—Office and Works, No. 94 Andrews St.

Nothing that we could write would add to or detract from the reputation and merits of the renowned Howe standard scale, and we merely mention the company here because it is out of the question to write a connected account of Rochester's industries without doing so.

The works were originally established in 1862 by E. A. Forsyth & Co. (Mr. H. J. Howe being the "Co."), at No. 15 Water street. There were several changes in the firm previous to 1868, when the present style was adopted, the members being H. J. Howe, John Nagel and Christopher Sandrock. The works, salesroom and office are at No. 94 Andrews street, occupying the ground floor and basement, 30x50 feet. Everything desirable in the way of machinery is provided in abundance and operated by water power, and a force of eighteen highly trained artisans are constantly engaged in the various operations incident to the construction of these delicate and accurate indicators of weight, ranging from the tiniest counter scale to the largest railroad track scale, and from a quarter ounce to fifty tons capacity. All are adjusted to the U. S. standard, are carefully and skillfully made on approved principles and of the best possible materials, and are absolutely correct and reliable, ranking with the best made.

Mr. Howe was born in this State and has lived in Rochester for many years. Messrs. Nagle and Sandrock are of German birth.

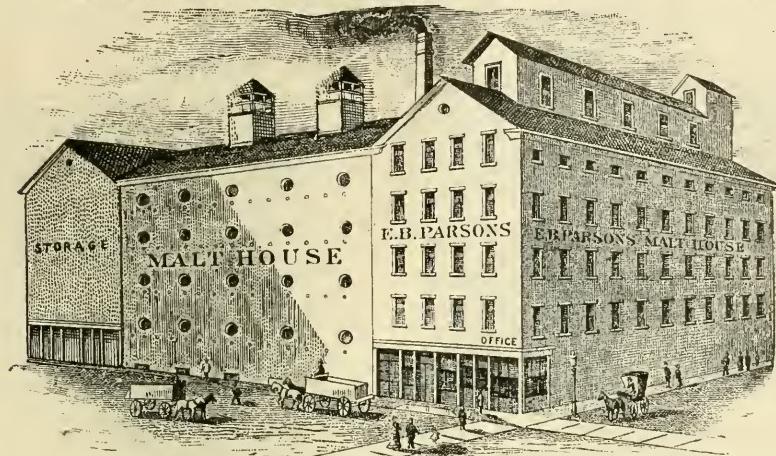
C. L. YATES,

Nurseryman and Dealer in Fruit and Ornamental Trees, Shrubs, Vines, Roses, etc.—Office, Room 57, Osburn House Block.

One of the prominent nurserymen of Rochester is Mr. C. L. Yates, who came hither from Canada some years ago. He is proprietor of the famous old Stone nursery, established in 1876, Mr. Yates becoming the purchaser in 1884. Mr. Yates will send his catalogue on request to any address. It may be stated here that he makes leading specialties of roses, shrubbery and grape vines, and that he employs fifty men and occupies a spacious and elegant office in the Osburn House block.

THE E. B. PARSONS MALTING CO.

E. B. Parsons, President and Treasurer: Maltsters—No. 65 Warehouse St.



The malting of barley for brewing purposes is recognized as a prominent industry in this country, doubtless created by the immense German immigration that has come to our shores during the past fifty years, and, to a great extent, revolutionized the bibulous tastes of our people by the introduction of a less fiery beverage than that which generally obtained among the ancestors of the present generation. The city of Rochester is exceptionally favorable in its location for the prosecution of the malting business for many reasons, the principal one being the equability of the climate, which permits of a season some weeks longer in duration than that of any other Northern city, and her contiguity to the famous barley-growing regions of Western New York and Canada—regions that produce heavier crops and finer grades of this grain than can be found elsewhere in America. The accessibility of Rochester to railroads and waterways also enables the maltster to supply his product readily and economically, thus making it impracticable for competitors in other cities to successfully rival him.

One of the largest enterprises of this kind in New York is that known as the E. B. Parsons Malting Company, of which Mr. E. B. Parsons is president and treasurer, and John Kiley secretary, and whose headquarters are at No. 65 Warehouse street. The business, of which this company is the successor, was established in 1871 by Mr. Parsons, and the present company was incorporated in 1882, with a paid-up capital of \$200,000.

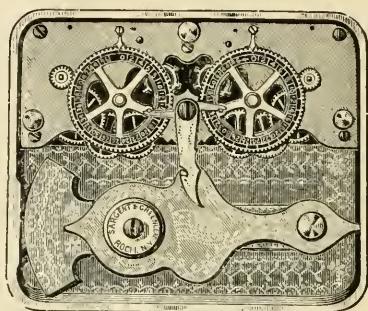
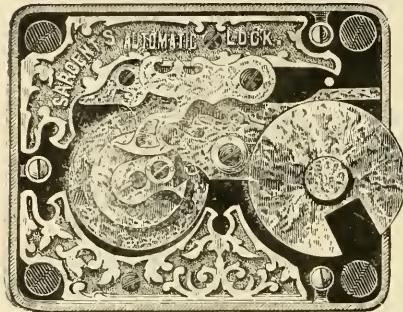
The Parsons Malting Company own and operate two malting-houses; one at this city, to which specific allusion has been made, and which has a capacity of 275,000 bushels, with a storage capacity of 200,000 bushels, and another at Sodus Point, Wayne county, New York, on Lake Ontario, with a capacity of 500,000 bushels and a storage capacity of 400,000 bushels, making the total capacity of this mammoth enterprise 575,000 bushels, and with an aggregate storage capacity of 490,000 bushels. Only Canadian barley is used by this house, as it has long been claimed by experts in the brewing business that that kind of barley makes the most preferable malt for usage in their business. In addition to this natural qualification, the Parsons Company's malt-houses are specially and accurately constructed for the manufacture of their product, being high, dry and thoroughly well ventilated, fresh and pure air being an absolute necessity for the production of good malt. The buildings, as may be readily inferred, also contain all the latest and best improvements for the manufacture of the finest malt made in the country. The Rochester malt-house was re-modeled and rebuilt in 1871; that at Sodus Point was erected in 1882.

The large output of these houses commands a ready sale in this city and the Eastern markets; the reputation of the malt, however, is rapidly extending the area over which it is sold.

Mr. Parsons, the founder, promoter and present head of this large enterprise, is a prominent business man of Rochester, and the high reputation he has always deservedly enjoyed has not been the smallest factor in the present excellent standing, irreproachable prestige and large business of the Parsons Malting Company.

SARGENT & GREENLEAF,

**Patentees and Manufacturers of Time Locks, Combination Burglar Locks,
Fire-Proof Safe Locks, etc.—Corner Court and Stone Sts.**



Of all the safeguards devised by human ingenuity for the protection from thieves of treasures and valuables, the time lock, supplemented by suitable attachments on an impregnable vault or safe, is unquestionably the greatest achievement in locking devices to date. With duplex yet independent time movements of great power, placed beyond the reach of violence, it is a sentinel that never sleeps or deserts its post, and is impregnable alike to friend or foe until the appointed hour for the surrender of its trust. The automatic and magnetic locks (burglar-proof) have long been regarded as the standard of excellence in combination locks, and have held the unqualified approval and constant patronage of the United States Treasury Department for a term of nearly twenty years.

Of these classes of locks there are various kinds, differing in style, principle of operation and excellence, but on the whole it is safe to say that those manufactured in this city by Messrs. Sargent & Greenleaf are unrivaled, as is abundantly proven by their general adoption by banks, safe deposit companies and similar institutions, on the best burglar-proof securities known in this and other countries.

Messrs. James Sargent and Halbert S. Greenleaf, the patentees of the locks referred to, are natives of Vermont. They went to Massachusetts while quite young, and removed thence to Rochester more than twenty years ago. Combining inventive talent, industry and business ability, this firm set itself to the task of making improvements in locks of all kinds, and, later, more especially to the solution of the time lock problem, in which direction they have achieved great success and a leading position in this branch of industry. In addition to the advanced class of work already referred to, they are also manufacturers on a large scale of improved combination fire-proof safe locks, padlocks, drawer, desk, trunk, house, store-door and a variety of other locks, night latches, etc., numbering 100 or more different styles—all key locks fitted with small flat keys.

The Sargent & Greenleaf lock works, established in 1867, occupy a substantial four-story brick building, with basement, at the intersection of Court and Stone streets, fitted up throughout with ingenious special machinery operated by steam. An ample force of skilled workmen is kept busily engaged at all seasons, and the firm, being unable to keep even with its orders at present, is now adding an extensive wing to its main building, to meet a steadily increasing demand in this country, Canada and Europe.

The members of the firm combine sterling personal and business qualities with public spirit, and are identified with the Chamber of Commerce and other associations of public trust and importance.

A. V. SMITH & CO. (Limited).

**A. V. Smith, President; H. D. Wilkins, Secretary; J. F. Wendell, Treasurer
Manufacturers of and Dealers in Fine Harness and Saddlery—No. 57
State St.**



This justly celebrated house was inaugurated by the present president of the company, Mr. A. V. Smith, in 1861, at No. 29 State street, the establishment then giving but little promise of its present importance, except such promise as always obtains with every man whose business dealings comprise honesty, perseverance and industry. These Mr. Smith had, and these characteristics have always had special prominence in the house from that day to this.

The excellent workmanship bestowed upon his goods and the fair dealing of the house made its steady growth a matter of course. About 1870 the house removed to No. 69 State street, and in 1878 it was deemed advisable to move to the quarters at present occupied at No. 57 State street. This is a substantial four-story brick building, 25x135 feet, where some 14,000 feet of floor space is used for the purposes of the business, and where a magnificent stock of harness, saddles, trappings, robes, blankets,

specialties of all kinds, in fact everything pertaining to the harness or saddlery business, is kept on hand. These are manufactured on the premises under the personal supervision of the company, and only the best possible workmanship is allowed to leave the place. This firm is second to none in the world in the manufacture of fine road and pleasure harness. The house has sold ex-Governor Stanford, of California, six sets of harness within two years, the A. V. Smith Company receiving orders from all over the country, and, in fact, from all over the world, having a very large New York, Boston and Philadelphia trade, as well as in the large cities throughout the land. Thirty-five capable and experienced operatives are employed, and the comprehensive trade of the house reaches over a large area, as has been stated.

In 1884 it was deemed advisable to make an incorporated company, and the A. V. Smith Company (limited) was accordingly chartered with a paid-up capital of \$25,000, which has maintained the prestige of the house and enlarged its operations.

Mr. A. V. Smith, the founder of the house and its present president, was born at Parma in this county and near this city. He served his apprenticeship in this city, and has worked at his trade in several large cities in the Eastern States, and thus is a practical workman as well as an excellent man of business, and has built up a splendid trade by his thrift and sagacity, and during his commercial and manufacturing career here of over a quarter of a century has manifested the fact that he is as public-spirited and valuable an individual citizen as he is a business man. He is also a member of the new Chamber of Commerce of this city.

J. STERN & CO.,

Manufacturers of Pants, Overalls, Shirts, etc.—Wholesale Dealers in Men's Furnishing Goods—Nos. 123, 125 and 127 North St. Paul St.

The premises occupied by this firm comprise the three splendid stores Nos. 123, 125 and 127 North St. Paul street, among the most desirable in Rochester, beautifully fitted up and provided with immense plate glass fronts that light up the whole interior. Two hundred and fifty people are steadily employed, and the house places upon the market vast quantities of ready-made goods, the principal specialties comprising choice lines of pants, overalls and shirts and men's furnishing goods, offering inducements to the trade, both in commodities and prices.

The firm is represented on the floor of the Chamber of Commerce.

SIMMONS GRANITE AND MARBLE CO.,

Successors to the D. L. Simmons (Deceased) Marble Works—First-Class Granite and Marble Monuments, Mantels, Grates, Hearths, etc.—Encaustic and Marble Floor Tiling—Statuary a Specialty—Nos. 5 and 7 Sophia St., One Door North of West Main.



These works, already famous and largely patronized, were established in 1886 by Mr. D. L. Simmons, who from 1855 to the year first mentioned conducted an extensive similar concern at Utica. Mr. Simmons was first a member of the firm of Richard

Lee (Sr.) & Co., and there remained until 1859, when he was a member of the firm of the Lewis Marble Company, then opened a new enterprise under the firm name of Simmons & Rea in 1864, and in 1865 sold out that interest and opened the firm of Simmons & Day, which was continued until 1871, and then he left Utica and went to

Clyde, where he established the house of D. L. Simmons, which was maintained under that name until his death. During these years he made his reputation for excellent artistic taste and superior practical workmanship. He died in September, 1887, and soon afterward the present house—the Simmons Granite and Marble Company—was organized by his sons, G. S., D. L., Jr., and A. J. Simmons, natives of Utica, brought up to the business under the elder Mr. Simmons' personal training, and enterprising, industrious, capable and popular young men. The works occupy the premises No. 5 Sophia street, and are complete in all respects, provided with every necessary convenience and appliance, and employing a good force of competent workmen.

The specialties of the company include a complete line of fine marble and granite work, at the head of which stands the construction of first-class monumental work from original and artistic designs, statuary, marble and slate mantels, marble and encaustic floor tiling, grates, hearths, etc. Their field of opera-

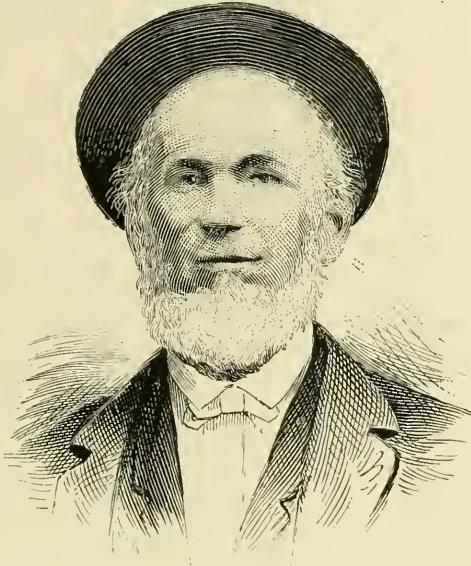
tions includes the entire State, and some of the most attractive and tasteful statuary, marble, granite and tile work in Western and Northern New York is of their execution. They are doing an excellent business, and, giving prompt personal attention to all orders, have good reason to anticipate a steady increase from year to year.

WILLIAM H. REID,

Seedsman, Importer and Consignor of Seeds—No. 75 State St., Wisner Block.

Mr. William H. Reid is an influential factor in the vast industry that has given Rochester the sobriquet of the Flower City, he being a dealer in flower seeds exclusively, employing seventy-five persons, having one hundred thousand customers who are scattered all over the United States, the seeds supplied by him being, in all reasonable probability, planted by a million different persons annually. Mr. Reid occupies the entire third floor and one-half of the fourth floor of the Wisner block, 40x120 feet, at No. 75 State street, whence he does a very large business that is constantly being augmented as the reliability of the seeds handled by him becomes known throughout the continent. Only the best quality of tested seeds are allowed to reach his customers, and the vast trade done by him, the duration of the business and well-known integrity of the gentleman himself and his unimpeachable reputation, are potent advocates of the absolute reliability of his goods.

Mr. Reid is a native of Connecticut who has resided in this city for twenty years, and during that time has achieved an enviable record as a business man and a private citizen. He established his present business in 1872.



D. L. Simmons.

GEORGE A. HALL.

Planing and Resawing Mill—No. 366 Plymouth Ave.

Mr. George A. Hall's fine brick planing mill at No. 366 Plymouth avenue is a recognized institution, as well-known and liberally patronized by the builders, joiners and lumber consumers of Rochester as any similar establishment. It is, as it now stands, almost entirely new, erected in 1886, fitted up in modern style with the latest improved wood-working machinery, run by a forty-horse-power steam engine, and is in all respects a model establishment, employing nine men—mechanics and laborers—and doing much of the most intricate and accurate work turned out in this vicinity. The greatest care is taken in the execution of all orders for the trade, with the result of rendering uniform satisfaction. Mr. Hall is a practical planing mill man of long experience, and those who favor him with their patronage may be assured of faithful and skillful service.

This mill is the legitimate successor of the one established and operated by Amon Bronson on Exchange street many years ago. The father of Mr. George A. Hall became the owner in 1875, and two years later sold to his son. In 1885 the latter erected a frame mill on the present site, which was destroyed by fire in June, 1886, whereupon the present substantial and complete new mill was built.

Mr. Hall was born in this State, has resided in Rochester for a long period, and is generally known and much esteemed.

SCHMIDT & KALBFLEISCH,

Electrical Contractors, Practical Opticians, and Dealers in Optical, Mathematical, Meteorological, Electric and Telegraphic Goods—No. 51 East Main St., Opposite Front.

Messrs. Rudolph Schmidt and J. C. Kalbfleisch are among the most noted of Western New York electricians and opticians. They have been established in this city since 1882, and have demonstrated their thorough acquaintance with electrical and optical science, as well as their business capacity.

In their electrical department the firm carry a choice line of all improved electric light, electric bell, telegraphic and telephonic appliances, and make a specialty of fitting up banks, factories, hotels, stores, warehouses and residences with the celebrated watchman's time detector, burglar alarms, annunciators, electric gas-lighting apparatus, etc., in the latest styles and best manner. They also repair and renew, or fit up as required, every description of electric apparatus connected with the telephone, the telegraph, and kindred conveniences, together with batteries for the use of electro-medical practitioners.

Their optical department is extensive and complete, displaying a superb assortment of high-grade spectacles, eye glasses, telescopes, opera and field glasses, microscopes, thermometers, barometers, hydrometers—in short, everything of a scientific character usually carried in an optical goods emporium.

W. FOSTER KELLY,

Architect—Room 14 New Osburn House Block.

One of Rochester's leading and most successful architects is Mr. W. Foster Kelly, a native of Ireland, who has resided here for some five or six years past. Mr. K. is an earnest student of his chosen science, a talented architect and an accomplished gentleman, and has been wonderfully successful in embellishing the city of his adoption, some of the handsomest buildings here and in the vicinity being the products of his genius, among them the splendid Fee building on Franklin street, the Punch block on Central avenue, the new Home of Industry under construction on East Main street, and the beautiful new summer convent at Charlotte. He has also designed many other of the new architectural ornaments of Western New York, and may safely be regarded as a rising light of his useful and difficult profession.

Mr. Kelly established himself in his present office, room 14 Osburn House block, last year, and is always at home to callers on business.

THE GREAT ATLANTIC AND PACIFIC TEA CO.,

Importers, Coffee Roasters and Wholesale Dealers in Teas, Coffees and Sugars
—Headquarters, Nos. 35 and 37 Vesey St., N. Y.; Rochester Branches, Nos.
210 East Main St., 164 State St., and 74 West Main St.,

No similar concern in the world transacts as large a business or is so widely famed and reputable as the great Atlantic and Pacific Tea Company, of Nos. 35 and 37 Vesey street, New York. This company's imports of choice coffees and teas alone largely exceed those of any other operators in the American market, and when it is stated that it is their custom to purchase the entire crop of large coffee-growing districts and the whole stock of certain popular teas from first hands and for their own trade, it will be readily seen that they must have at hand vast capital and unequaled facilities for the transportation and storage of goods. Their buyers haunt the great coffee markets of the world, the tea ports of China, and whatever is best is bought for spot cash for their American customers, who number many millions. The company also keeps a sharp eye on the sugar market, and is always ready with the money to avail itself of any marked decline in that commodity, their patrons, as in the case of coffees and teas, sharing the benefit in the form of lowest ruling prices.

More than two hundred branch stores are maintained in the cities and towns of the Union, East, West, North and South, and the sales in the aggregate are enormous, a pretty large army of men being employed in the various capacities of branch managers, book-keepers, salesmen, etc.

Here in Rochester Mr. Wm. Foley is general manager, in charge of three elegant and commodious stores, of 5,040 square feet combined floorage. These are located at Nos. 210 East Main street, 74 West Main street and 164 State street, convenient to the various residence and business quarters of the city. Considerable sales are made to country dealers and consumers in addition to city deliveries, and a total of thirty men are required to perform the work here. Mr. Foley, a native of Ireland, has been in the service of this company for sixteen years, four of which have been spent in Rochester, and, having cultivated a naturally pleasing demeanor and the good-will of the public, he is immensely popular.

The goods sold are so well known for superior quality and moderate prices that it is superfluous to enlarge upon them further than to state that they comprise full lines of the best teas, coffees, sugars and baking powders—the latter the celebrated "A. & P."—that unlimited resources and unswerving integrity can put upon the market.

D. DEAVENPORT & CO.

Liberty Pole Commission House—Butter, Cheese, Eggs, Beans, Foreign and Domestic Fruits—Corner East Main and Franklin Sts.

The "Liberty Pole" is among the oldest as it is the most famous and extensive of Rochester's commission produce houses. It was established in 1865 by Mr. D. Deavenport, who came hither for that purpose from Watertown, where for six years previously he had conducted a similar concern on a smaller scale. Here he found ample room for the play of his business talents, and has extended his operations year by year, until during 1887 he handled fifty cars of eggs alone—12,000 dozen per car—together with butter, cheese, beans, etc., in proportionate quantities.

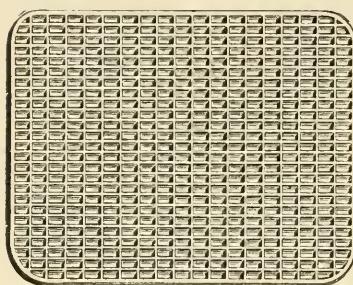
Mr. O. J. Tassell, the junior member, was admitted January 1st, 1888. He is a well-known and successful country merchant of Wayne county, thoroughly acquainted with the business, and a fitting associate of Mr. Deavenport.

The premises occupied are eligibly located opposite the Liberty pole on East Main street, and comprise a fine three-story brick building, 40x90 feet, to which is attached a commodious cold-storage warehouse. The firm also have under construction another great warehouse on North avenue—a four-story edifice with all modern improvements, which, when completed, will be the largest and best of the kind in the State.

The firm make a specialty of shipping car-load lots of all commodities in which they deal, and, provided with unlimited facilities, are prepared to fill large orders promptly and in superior shape.

ROCHESTER STEEL MAT CO.

W. K. Chapin, President; W. C. Spelman, Vice-President; Charles T. Chapin, Treasurer—Manufacturers of Stripped Steel Mats of all Sizes—Office, No. 37 Elwood Building.



The stripped steel mat herewith illustrated requires no wordy description ; the cut explains the principle upon which it is constructed, combining all of the advantages with none of the disadvantages of other devices intended for the same purpose. The points upon which most stress is laid are thus summed up:

1. *Self Cleaning.* They do not accumulate deposits, nor require to be shaken.

2. *Durability.* They will not break down and flatten out, as with wire, rubber or other mats, but they will outwear all others combined in the market, being of steel ribs placed perpendicularly to each other and so secured as to permit of a slight elasticity. This form in metal has never before

been used, and its perfection for the purpose is obvious to all without prolix explanation.

3. *Safety to Life and Clothing.* There is no danger of flaring wire points or a broken surface causing the pedestrian to stumble, the shoes to be mutilated or the skirts or trousers caught and torn. Serious accidents have heretofore happened from objectionable mats.

4. *As Scrapers.* In this respect these mats are simply perfect. In whatever direction the foot is moved, the mud, clay, snow, etc., or other accumulations are instantly removed and deposited out of sight.

5. *Attractiveness.* These mats wherever placed are an ornament, a quality found in no competing mat. Their structure is firm, solid, mathematically regular and agreeable in form and outline.

6. *Cheapness.* With all of these conspicuous advantages their cost does not exceed that of any metal mat offered for sale.

The Stripped Steel Mat is reversible; it is the simplest in all respects known ; it cannot wear out in a life time. *It is the triumph in invention for this important household purpose.*

An important consideration is that the foot of the pedestrian can not slip, as with rubber or any metal mat now in use, as the scraping surface presents resistance in all directions.

It is indispensable for hotels, elevators, banks, public buildings, schools, street cars, omnibuses, churches, restaurants and residences, besides many other structures that will occur to all.

The Rochester Steel Mat Company was incorporated on the first of February last, with a cash capital of \$50,000 and handsome office in room 37 Elwood building, where E. H. Chapin looks after the retail interests of the corporation. Vice-President W. C. Spelman, patentee of the mat, resides in New York, where he has charge of a branch office. They also have offices in Boston and Philadelphia, it being in contemplation to establish an additional branch also in Chicago. There is already a rushing demand for these goods, and the outlook is very favorable indeed.

Messrs. W. K., C. T. and E. H. Chapin are brothers—sons of Charles H. Chapin, deceased, a former prominent manufacturer and bank president. Charles T. Chapin is general manager of the Rochester car-wheel works, and is actively connected with the Chamber of Commerce, besides being identified with every movement looking to the city's material advancement.

KNOWLTON & CHAPIN,

Dealers in Fine Lubricating and Illuminating Oils and Greases—Office, Room 37 Elwood Building.

The oil trade is a very important one, in which every manufacturing and commercial community is more or less interested. Vast quantities of these commodities

are handled in this market, and the industry is in a flourishing condition. An important new accession to the oil trade is the firm of Knowlton & Chapin, who occupy offices with the Rochester Steel Mat Company, room 37 Elwood building, with commodious warehouse in rear of No. 41 State street, where they carry a heavy stock of choice goods in their line, including all of the higher grades of lubricants and illuminants, making specialties of cylinder and engine oils, coacholine and axle grease.

Messrs. H. C. Knowlton and E. H. Chapin are energetic and enterprising young men, natives of Rochester, and start with excellent prospects under exceptionally favorable auspices. Mr. Chapin is a brother of the president and treasurer of the Rochester Steel Mat Company.

D. BANTLEON,

Mouldings, Sash, Doors and Blinds, Job Turning and Sawing—Corner North Water and River Sts.

No house in Rochester is better known, and few enjoy better trade than this representative house in its line. The business was established as early as 1866, when the city offered infinitely less scope for the display of enterprise of labor, but the firm made the most of the limited field, and with its enlargements the concern underwent corresponding developments, until it finally attained its present large dimensions and extensive trade. In and about the city the productions of D. Bantleon are held in high estimation and continual request, and deservedly so, for nothing approaching in the least degree to slip-shod work escapes the vigilant eye and severe censure of the management. The complete appointment of the factory, with its wood-working machinery of the highest class, facilitates the maintenance of this high standard. The extent of the firm's operations may be inferred from the fact that at least 300,000 feet of lumber is sawed and used by them every year, and the rapid growth of the demand for their goods suggests the surmise that these figures will fall far short of next year's consumption. Such was the press of business during the expiring season that the factory with its large force of hands was at its full capacity all the time in order to fill the large orders. The firm's energies are chiefly directed to the manufacture of sash, doors, blinds and mouldings, of which a large and varied assortment is constantly on hand, but is supplemented by a considerable business in job turning and sawing. Balusters, newels and rails are also turned out in large quantities, and a large number of these is always in stock. D. Bantleon is one of the pioneer houses of Rochester, and has been identified with every step of its growth, and actively interested in the public welfare.

KEELER & JENNINGS,

Manufacturers of Fashionable Carriages and Sleighs—Nos. 25 and 27 North Washington St.; Chicago Branch, Nos. 370 and 372 Wabash Ave.

Rochester's leading carriage establishment is that of Keeler & Jennings, Nos. 25 and 27 North Washington street. Mr. D. J. Keeler, the present senior member, founded this enterprise many years ago, conducting it alone and with Mr. William G. Nichols under the firm name of Keeler & Nichols, until 1885, when Mr. E. H. Jennings was admitted, buying out Mr. Nichols, and the style changed to Keeler & Jennings. On January 1, 1888, Mr. E. R. Jennings became a member of the firm. Hitherto the house has occupied a single four-story building 66x150 feet, employing sixty workmen, but early in January of the present year they secured and occupied additional premises which will enable them to nearly double their working force and increase their productive capacity in the same ratio, the floor space now at their command aggregating 30,000 square feet. The facilities of the firm are unsurpassed for turning out the best and finest work—which, by the way, is the only kind they make. Extraordinary care is exercised in the selection of all materials used, and the purchaser of a Keeler & Jennings vehicle has the satisfaction of knowing that everything about it is hand-made and of the highest degree of excellence.

The leading specialties of this conspicuous firm includes the latest styles in fashionable broughams, landaus, "T" carts, drags, hearses, and light carriages of high class. They are also manufacturers of fine sleighs to order.

B. FEIOCK & CO.,

**Importers of Wines, Liquors and Table Delicacies—No. 135, East Main St.,
Near St. Paul St.**



the feasts of the ancients and the moderns, and a visit to the extensive and well-stocked store of Messrs. B. Feiock & Co. will remind him of the ingredients of one of the celebrated repasts of Lucullus or Apicius. On every hand are the choicest delicacies from Europe, whose preparation necessitates years of experience and peculiar local productions. Olives, from the most celebrated firms in Spain; sardines a l'huile, from France; caviare, from Russia; cheeses, from England, Germany, France, Sweden and Norway; pates de foie gras, from Strasburg; all sorts, kinds and descriptions of delicious articles, particularly pickled meats in barrels, mustards, sauces in bulk, and canned goods that will tempt a sated appetite or astound an uncultivated one with gastronomic wonder. In addition to edibles Messrs. B. Feiock & Co. are extensive importers of the choicest wines, liqueurs, foreign cordials, brandies, etc., in which they do a very heavy and select trade, and also carry a complete line of all choice brands of imported mineral waters. Messrs. Feiock & Co. also have a complete stock of imported and Key West cigars. It will thus be readily seen that if any delicacy, either to eat or drink, is desired, of the best manufacture and reliable importation, it can be supplied by this well-known house, which does an excellent and very large business, principally in New York State.

This house was founded in 1879 by Schnarr Brothers & Feiock, the house also operating a mineral water bottling establishment at No. 114 Clinton street, which was discontinued when Mr. B. Feiock succeeded to the business, the firm changing in March, 1884, to the name of Schnarr & Feiock, and to B. Feiock & Co. in March, 1886, Mr. Bernard Feiock becoming, at that time, the sole proprietor.

The premises occupied, at No. 135 East Main street, comprise a four-story brick store, 20x90 feet, and having some 8,000 feet of floor space devoted to the business.

Mr. Feiock is a Rochester man, young and enterprising, and one whose personal popularity, combined with his excellent business tact, judgment and method, has made his business so successful and so continuously advancing in prosperity.

OTTO BLOCK,

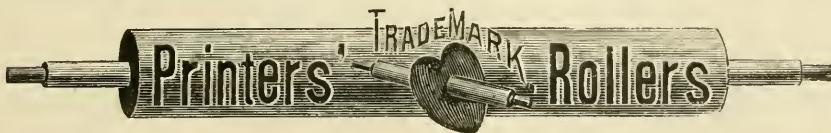
Architect—Wilder Building, Corner Main and State Sts.

The architectural profession is well represented in this city by many skillful gentlemen, among whom Mr. Otto Block holds a prominent place. The firm of which he was formerly a member was that of Putnam & Block, established in 1880. Mr. Block withdrew from the firm in 1887, and has since continued alone. He is a native of Rochester, and has always devoted his time, energy and talents to this profession, in which he has achieved a marked success. One of the monuments of his skill, illustrated elsewhere in this volume, is the magnificent edifice of the Bausch & Lomb Optical Company at No. 531 North St. Paul street, the largest building of the kind in the world. Mr. Block has an extensive circle of clients extending throughout Western New York and the Western States. He occupies a handsome suite of offices on the seventh floor of the Wilder building.

Since the foundation of the world the human appetite has always been a motor in a vast number of trades, and the inherent taste for delicacies in Eve, to gratify which she purloined the historic apple, has suffered no diminution in the progress of years. Every student of history can recall

HENRY L. HART,

Manufacturer of Printers' Rollers and Roller Composition—Agent for the Bagley & Sewall Co.'s New Cylinder Press and the Old Style Gordon Press—Dealer in Second-Hand Printing Machinery, Boilers, Engines, etc.—No. 107 North Water St.



It is not necessary to give a detailed history of the evolution of the new roller composition, and we shall speak only of results as attained by Mr. Hart, whose material, which is of two grades—the "Boss" and the "Superior"—is not what is termed a glue and molasses composition. It has been severely tested in some of the best printing establishments of the country, and gives the best of satisfaction. It has good suction, melts and pours easily, and does not crack. The lasting qualities are excellent, which is shown by rollers made of the "Boss" composition that have been run over a year, and are still doing good work. The price of this splendid composition is thirty cents per pound. The "Superior" is a re-casting composition. It retains an excellent suction, will not crack, dry up or shrink, and is adapted for job work where colored inks are used, and in a dry climate. Owners of Hoe rotary presses will be interested in learning that Mr. Hart's new vibrating distributor is a demonstrated success. This distributor is made of composition encased in felt, thus securing elasticity and a durability of from one to two years. Old distributors are felted to order. Rollers of every description and size cast on short notice. Moulds of all sizes, from those for amateur presses up to web presses, kept on hand. Stocks and roller frames furnished to order. Brayers and proof-rollers always in stock. In April, 1888, Mr. Hart removed from his old stand, No. 77 North Water street, to his present commodious establishment, No. 107 on the same thoroughfare, where he has increased facilities for the carrying on of his business.

GENESEE PLATING WORKS.

J. C. Baumer, Proprietor—Silver, Nickel, Copper and Brass Plating—Statues and Plaques Electro-Bronzed in Brass or Copper—No. 65 North Water St.

The art of electro-plating and electro-bronzing is one of the most beautiful and useful discovered and developed in modern times, and has reached a point of perfection of which those who first experimented with it little dreamed. It may be applied now to every description of metal objects and other solid substances, and it is even claimed may be utilized to preserve in *fac simile* the forms and features of the dead as enduringly and at a vastly smaller expense than a statue or good oil-painting could be prepared.

One of the most skillful and progressive electro-platers with whom we have ever had personal knowledge is Mr. J. C. Baumer, proprietor of the Genesee Plating Works, No. 65 North Water street, Rochester. Mr. Baumer is an experienced and successful electro-plater and inventor, who for years devoted his entire time and labor to perfecting processes, and to whom is due the credit attaching to the present perfection of the art of nickel-plating especially, his experiments having resulted in the discovery of the solution now universally employed for depositing that metal in the pure state. Mr. Baumer's establishment is a very complete one, occupying the entire ground floor—3,000 square feet—at No. 65 North Water street, and is fitted up in a manner worthy of the man and his aims, with electro-plating apparatus, baths, polishing lathes, belt machine, and every conceivable appliance of practical use in the art. He gives personal supervision to all orders for gold, silver, nickel, copper and brass-plating and electro-bronzing, and his patrons may at all times depend upon superior work. Mr. Baumer was born in Rochester, has always resided here, and is an ingenious and successful investigator. He started his present industry on a small scale and has brought it to its present condition of prosperity by his own efforts. He employs five assistants and has a growing patronage at home and abroad.

MRS. WILBUR GRIFFIN,

Manufacturer of Hair Jewelry, Ladies' Wigs, and Ornamental Hair Work of All Kinds—No. 64 State St.

Most ladies of Rochester and vicinity know the location, and many are acquainted with the interior of Mrs. Wilbur Griffin's attractive establishment, No. 64 State street

the largest, most complete and best patronized hair-works west of New York. Mrs. Griffin has been manufacturing pretty and useful things from human hair in this city for the past thirty-one years, having first established herself at the Osburn House block in 1857, removing in 1862 to her present location, which has been remodeled and improved from time to time until it is now pronounced one of the most beautiful and desirable stores in Rochester, with plate-glass front, tasty vestibule entrance, handsomely and richly fitted up, and so arranged as to present an entrancing perspective of ornate show cases and shelves loaded with rare and lovely goods, including a great variety of hair jewelry, ladies' wigs, fronts, switches and hair ornaments of every description, besides a general assortment of toilet articles, brushes, combs, toucys and everything required in the care of "woman's glory." The premises are 25 feet front by 65 feet deep, and at the rear are the hair-dressing rooms, where ladies and children may have their hair cut, shampooed, curled and dressed stylishly and at little expense of time or money.

Mrs. Griffin is the recognized caterer to the ladies of Rochester and vicinity in the matter of hair goods, cosmetics, toilet goods, etc., and is the most successful business woman in the city.

EMPIRE ROLLER MILLS.

Gerling Bros., Proprietors—Manufacturers, Wholesale and Retail Dealers in Choice Family Flour, Rye Flour and Feed. Proprietors of Union Rye Flour Mills—Nos. 5 and 7 North Water St. and No. 31 North Water St.

Among the first in this vicinity to adopt in its entirety the new roller process of manufacturing flour were the Gerling Brothers, proprietors of the Empire flour mills and Union rye flour mills, the former at Nos. 5 and 7 the latter at No. 31 North Water street, both operated by water power and equipped in the latest and completest manner. The Empire roller mills occupy a substantial five-story structure, 28x150 feet, while the Union mills, equally as strong and secure, are of three stories, 30x150 feet. Sixteen men are employed, and the product is sold in all principal markets throughout the Middle and Eastern States, the output averaging 225 barrels a day. The favorite brands of flour are "Cream of Rochester" and "Roller A," than which none are more popular and salable at home or abroad. Their rye flour is of the highest grade, and the demand is always fully up to the capacity of their mills. Besides their own brands, Gerling Brothers are general agents for the celebrated Minnesota patent "White Satin" flour, of which they sell great quantities to the Eastern trade.

CLEVELAND & TAYLOR,

Wholesale Dealers in Fruits, Nuts, Canned Goods and Fancy Groceries—Nos. 127 and 129 State St.

One of the most successful of Rochester's newer wholesale houses is the firm of Cleveland & Taylor, wholesale dealers in fruits, nuts, canned goods and fancy groceries, Nos. 127 and 129 State street. The house was established in 1873, and for a time had many difficulties to contend with, but by dint of energy, resolute industry and upright dealing they have surmounted all difficulties, and now find themselves at the head of the leading house of the kind in Rochester. They have ample facilities for handling a large trade, their premises consisting of the two lower floors and basement, 33x110 feet, at the locality mentioned. Ten persons are employed, and theirs is a busy place. They have a large local trade and ship heavily to retailers within a radius of a hundred miles or so. Of foreign fruits of all kinds they handle vast quantities, and the same is true of their other specialties—choice grades and noted brands being a pardonable weakness of the house—a weakness that has had not a little to do with their success and increasing popularity.

J. EMORY JONES.

Eagle Foundry and Machine Shop—Brown's Race, Foot of Furnace St.

One of the most important of Rochester's many large manufacturing enterprises is the Eagle Foundry and Machine Shop, situated on Brown's race, at the foot of Furnace street. This establishment is likewise one of the oldest in the city, having been established in 1845 by the father of the present proprietor, the latter having assumed control in 1877. The premises occupied are extensive and commodious, having been especially constructed with reference to the transaction of the business now carried on there, and comprise a stone building which fronts 137 feet on Brown's race and extends back 200 feet. There are constantly employed in the works sixty-five employees, selected for their especial skill in the work upon which they are employed.

The special production of the Eagle Foundry is machinery castings of all sizes and descriptions, and the long and varied experience of the head of this establishment has built up a trade of large proportions, which is continually on the increase. The trade in the product is confined principally to the city and Western New York, but the reason for this is found, not in the absence of orders from other and far distant localities, but in the works being amply employed by filling the orders from the section designated.

As has been stated, the foundry was started in a small way by the father of the present proprietor in 1845, but by his energy, perseverance and business capacity he built up the present magnificent enterprise, which has also been augmented since Mr. J. Emory Jones took charge of the works in 1877. At present the output of the foundry is about ten tons of machinery castings daily, the bulk of which is of a special character for machinery of a particular nature. As is well known to the trade, this involves a high class of workmanship, and in this, as in others, the Eagle Foundry excels.

Mr. J. Emory Jones is a well-known and influential resident of this city, and is thoroughly respected for his individual and business character.

J. W. GRAVES,

Manufacturer of and Dealer in Ice Cream and Pure Confectioneries—No. 99 East Main St.

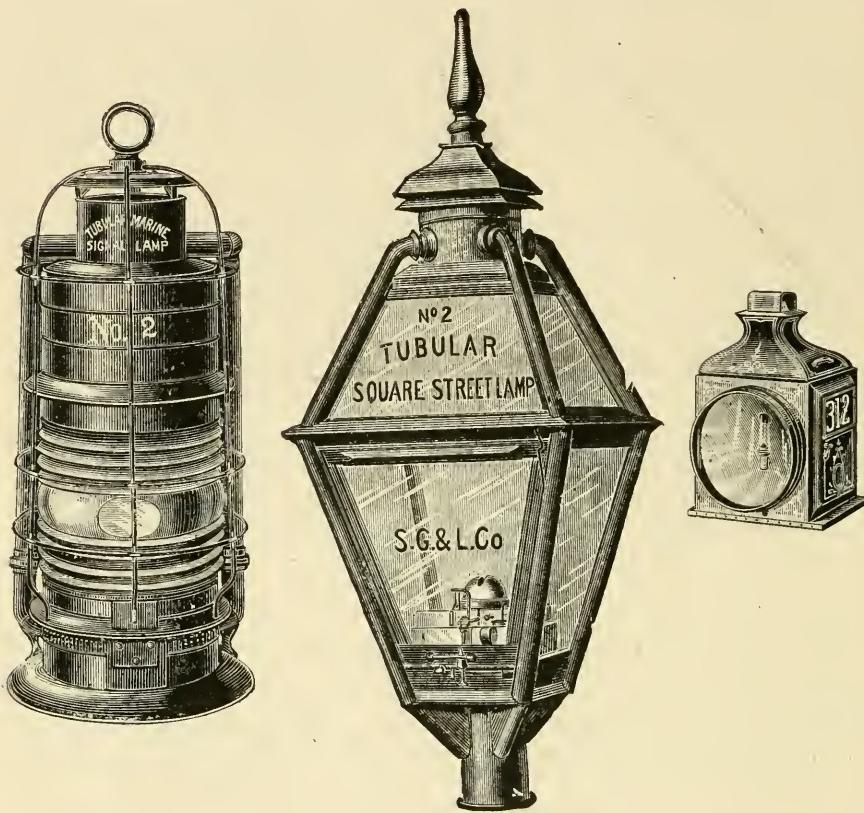
The residents of Rochester and vicinity who enjoy the good things of life are not likely to forget that the most stylish confectionery establishment in the city is that of J. W. Graves, No. 99 East Main street. Mr. Graves originally established himself at No. 3 Front street in 1870, but his trade finally outgrew his facilities there, and he removed, first to No. 32 Main street bridge, and again, in 1880, to his present location, where he occupies two spacious floors, 25x80 feet. Entering by the handsome plate-glass front, the visitor finds himself at once in the large and elegantly arranged store, and, metaphorically speaking, up to his eyes in sweets, which are lavishly displayed in tasteful glass cases and on shelves and counters. We don't propose to describe the stock—that is impossible—but merely to state that it is comprehensive and magnificent, and in keeping with the surroundings. Here are shown inexhaustible quantities of the finest and purest candies, of Mr. Graves' own manufacture, as well as choice American confections, French bon-bons, and a thousand and one novelties pertaining to the trade, of which we do not even know the names. This is truly a model store, full of attractions for eye and palate.

Mr. Graves manufactures vast quantities of the finest ice cream in the world, more than any other house in Western New York. In addition to employing an average of fourteen people, a steam engine is required to operate the freezers, and hardly a well-to-do family in or around Rochester is ignorant of the merits of Graves' ice cream.

Mr. Graves was born here, and by his own unaided industry has built up a large and flourishing business. That he is an enterprising and public-spirited citizen is attested by his connection with, and support of, the Chamber of Commerce.

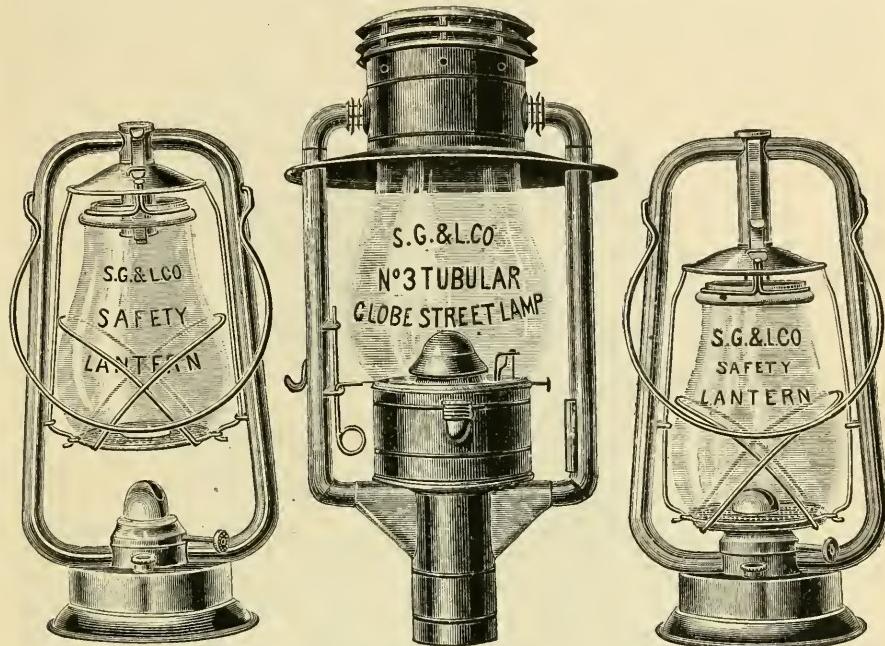
STEAM GAUGE AND LANTERN CO.,

Manufacturers of Tubular Lanterns, Tubular Street Lamps, Tubular Station Lamps, Locomotive Headlights, Signal Lights, Railroad Lanterns, Steam Gauges, etc.—Main Office and Factory, Foot of Center St., Rochester; Branch Offices, No. 23 Murray St., New York; No. 25 Lake St., Chicago.



The Steam Gauge and Lantern Company was incorporated in 1881, with \$250,000 paid capital stock. The works, among the most conspicuous of the city's industrial institutions, are situated at the foot of Center street, upper falls of the Genesee, and comprise an immense plant of stone and brick walls and machinery, the latter operated by water power, of which there is an inexhaustible supply, while the buildings throughout are heated and ventilated by steam, making it one of the pleasantest and most desirable places in the world for the employes, 250 of whom are on the payrolls and earn an average of \$7,000 per month in the aggregate. The output is very large—about 300 dozen lamps of all classes per diem—and their quality is attested by the fact that not only are they used in the government service, army, navy, harbor, life-saving, customs, etc., and generally by all steamboat and railroad companies in the United States, but are exported in vast numbers to Europe, the antipodes, West Indies, Mexico, Central and South America, Brazil, India, Africa, China and

Japan. The goods produced cover the entire field of oil-burning lamps, while specialties are made of railway conductors', marine signal and light-house lamps.



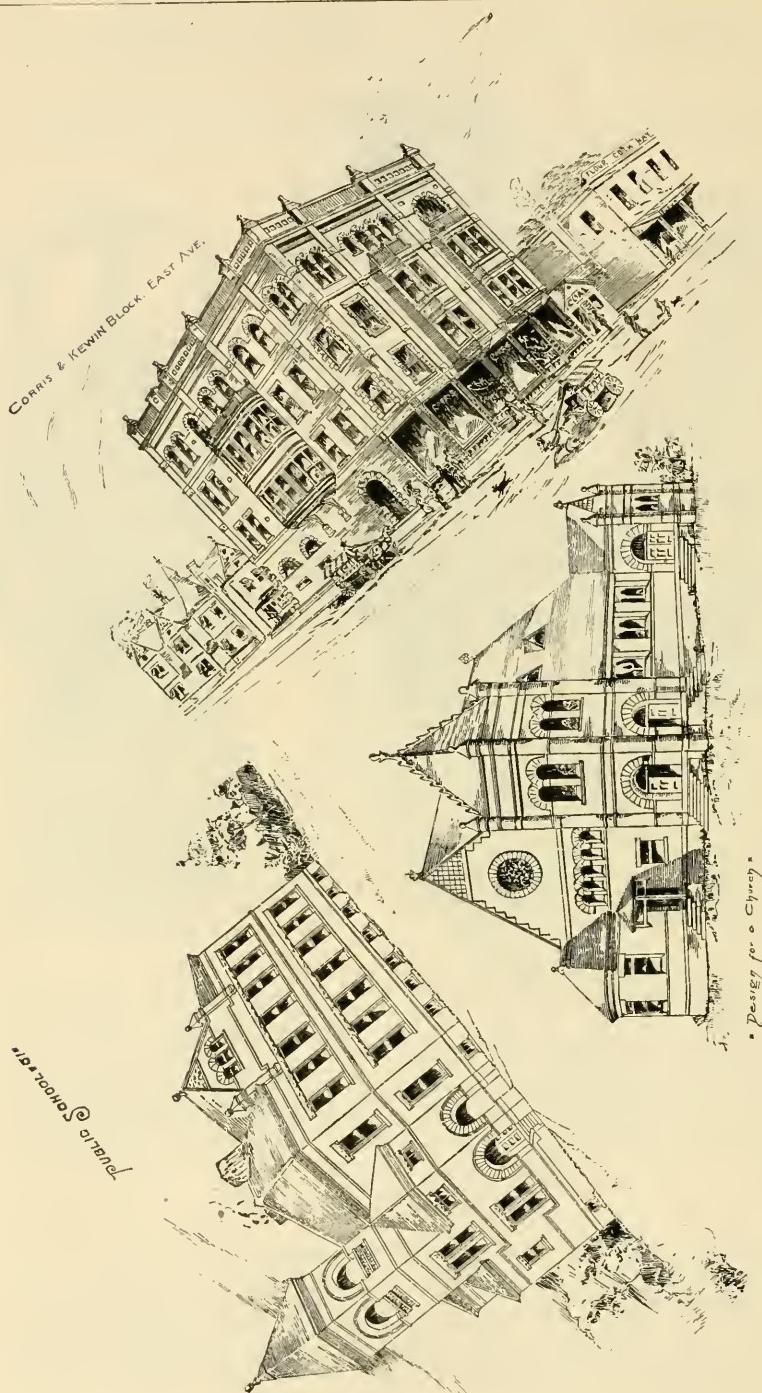
The central cut represents this company's improved No. 3 globe street lamp, which burns kerosene without a chimney, giving a brilliant light, equal to 16-candle gas. It can be regulated to burn any desired number of hours and then go out of itself. The hardest wind does not affect it. The No. 2 tubular square street lamp burns the same oil, and in all respects save that of shape is constructed on the same principles and has the same merits as the No. 3 globe street lamp. These lamps are extensively employed for lighting villages, the outskirts of cities, the grounds attached to manufacturing establishments and residences, etc., and give unvarying satisfaction, the demand steadily increasing. They are equally as good as gas lamps, and vastly cheaper.

The two cuts placed at either side represent the same lamp, No. 0 safety tubular, pronounced by the trade the best tubular lamp ever placed on the market. The globe is so arranged as to slide up out of the way for filling, trimming or lighting, and is safely locked in place when lowered. The entire line of lamps manufactured by this company exhibit inventive genius and mechanical skill of a high order, and the same remark applies to their steam gauges, of which they produce an incredible number in various sizes and for every conceivable purpose relating to the control of steam, air or water. This firm perfected and introduced the device for displaying signal numbers in headlights, which is now in use on all of the trunk lines of the country.

D. F. LEWIS,

Paper Box Manufacturer—No. 65 State St.

This house was started by Messrs. Mallory & Son in 1860, and in 1885 Mr. D. F. Lewis became the purchaser, bringing to it a thorough practical knowledge and experience. He occupies the top floor of the Ellwanger & Barry building on State street, and there does an excellent business, the bulk of which is derived from Western New York and this city. He manufactures paper boxes of all kinds and descriptions, and also makes a specialty of mailing-tubes of any desired size for pamphlets, circulars, photographs, etc.

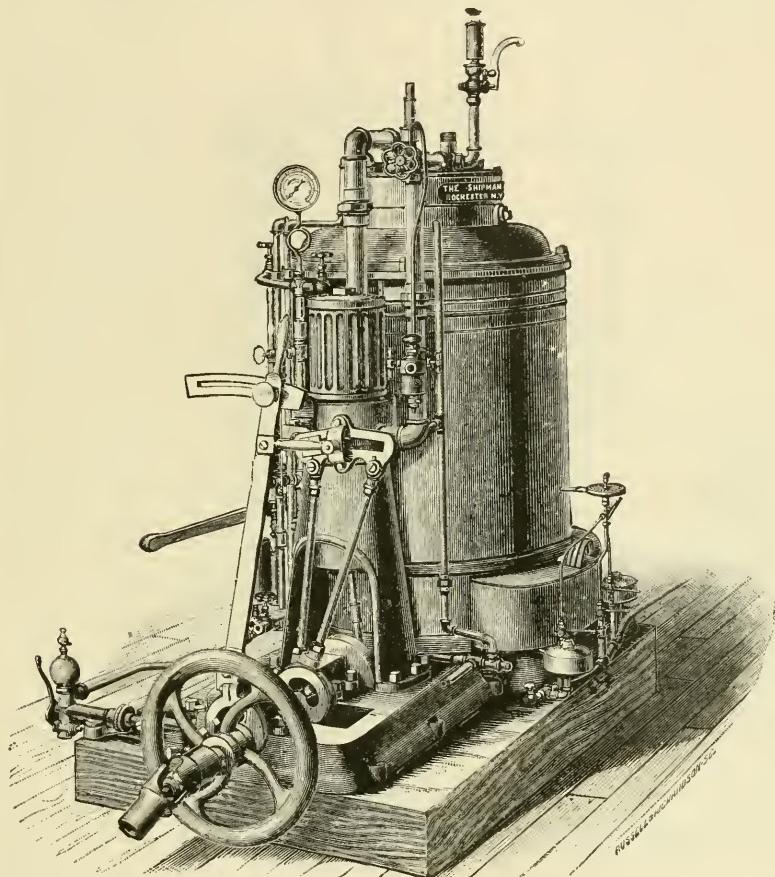


WM. C. WALKER,

Architect—Rooms No. 760 and 702 Elwanger & Harry Building.

THE SHIPMAN ENGINE MANUFACTURING CO.

H. W. Smith, President; James Fitt, Superintendent; Charles P. Boswell, Secretary and Treasurer—Manufacturers of the Shipman Engine. Kerosene for Fuel—Bismarck Place.

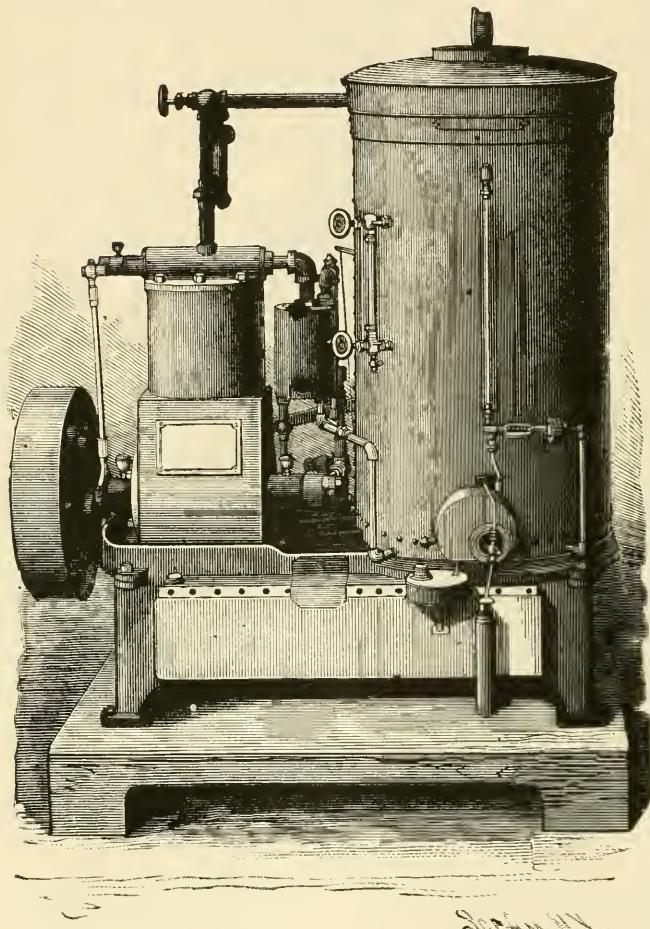


* Several makes of engines have been designed for small power and small expense for fuel, but it remained for The Shipman Engine Manufacturing Company to produce their kerosene-burning engine and adequately and thoroughly fill all the needed requirements. Within two years the company has built 1,200 of the Rochester model Shipman patent oil engine, and these have given perfect and invariable satisfaction to the parties to whom they have been sold. Their being made in power of from one to four horse, they can be used to run the smallest machine where power is required, or to furnish momentum to dynamos, exhaust-fans or blowing engines, etc. In addition to the numerous uses to which this engine can be put on land, the company also makes an engine specially for use on pleasure yachts, launches, etc., that is very economical and very easy of control and adjustment.

These engines are perfectly safe in both their stationary and marine forms, and their use is permitted by the board of underwriters without the payment of an additional rate of premium, thus testifying in the most decided manner to the safety of these engines. The Demas scroll saw, an ingenious cylinder pump and a line of blacksmith's drills are also among their specialties.

THE ROCHESTER MACHINE TOOL WORKS (Limited).

**Elias Mapes, President; G. W. Davison, Treasurer; Seth Bratgins, Secretary—
Manufacturers of the Acme Automatic Safety Engine—Office and Works,
Brown's Race.**



Among engines of recent date none are more complete than the Acme Automatic Safety Engine. Since its first introduction in 1885 it has gained friends on every hand by reason of the thorough and scientific method of construction, its compactness and thorough reliability in power and new and improved method of control.

Kerosene oil of 110° to 115° fire test is the fuel used. This is atomized by a steam jet and controlled by an automatic fire regulator that reduces or cuts off entirely the supply of fuel when the steam pressure reaches the limit at which the regulator is adjusted. Three and one-half gallons of above fuel are sufficient to furnish one horse-power for ten hours. Natural gas mingled with air can also be used with the same degree of success as the above.

At present three sizes of engines and boilers are manufactured, No. 1 of one-

horse power, 500 revolutions per minute, weighing, complete, 400 lbs.; No. 2 of two-horse power, 400 revolutions per minute, weighing 620 pounds; No. 3, four-horse power, weight about 1100 pounds, and 400 revolutions per minute. These boilers are capable of carrying from 110 to 120 pounds steam with perfect safety. Throughout all parts of the country they may be found in operation, giving perfect satisfaction in every instance. In China, Germany and South America they are also in use with the same success as elsewhere. Requiring little or no attention, automatic and self regulating, constructed only of the best material by skilled mechanics, and thoroughly tested in every possible manner before leaving the factory, competent judges pronounce them the only reliable kerosene-burning engine ever constructed.

WRIGHT & PETERS,

Manufacturers of Ladies' Shoes—Nos. 103 and 105 North Water St.



In the front rank of those who have successfully labored for the development of the shoe industry of Rochester is the firm of Wright & Peters, formerly Wright & Cowles, established at the corner of State and Mumford streets in 1868. The first change of style occurred in 1872, when it became D. W. Wright & Co., and the second in 1885, when the present firm, composed of Messrs. D. W. Wright, W. R. Peters and E. P. Wright, was organized. The factory at Nos. 103 and 105 North Water street, six stories in height, 50 feet front by 100 feet deep, is one of the roomiest and best appointed establishments of the kind in the city. On the ground floor are the large and attractively arranged office and salesrooms; on the second is the cutting department; on the third the stitching department; on the fourth is the stock-cutting-room, and the

fifth and sixth are devoted to bottoming, packing and other purposes. Two hundred first-class operators are employed, together with all requisite improved machinery and appliances, and the output, averaging 500 pairs daily, is handled by the trade all over the Union. The firm eschews every description of cheap work, and caters only to the highest class of trade. Their specialties embrace all styles of ladies' fine shoes, and material, workmanship and finish are guaranteed equal if not superior to similar goods made anywhere. The members of the firm are native New Yorkers, enterprising, capable and experienced.

MOUNT HOPE MARBLE WORKS.

G. W. Trott, Proprietor—Manufacturer of and Dealer in Marble and Granite Monuments, Headstones, Tablets, etc.—No. 316 Mount Hope Ave., Opposite Mount Hope.

One of the best and most noted of local monument builders and marble-workers is Mr. G. W. Trott, whose spacious works are located immediately opposite Mount Hope cemetery, at No. 316 Mount Hope avenue, where he enjoys every facility for designing and executing anything desired in his line, from a towering Scotch granite monument to a modest tablet for an infant's grave. Some of the best work in this vicinity is from his hands, and his services are in constant and increasing request. These yards were established in 1883 by Messrs. Trott & Wiegand, the latter retiring in 1886. Mr. Trott has lived here since infancy, is skillful, industrious and obliging, and worthy the confidence and patronage with which he is so largely favored.

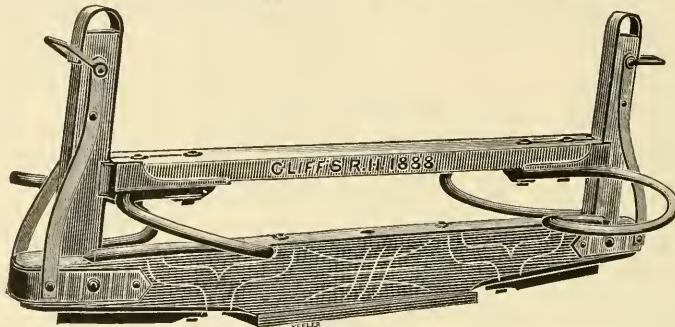
VOGEL & BINDER,

Manufacturers of Sash, Doors, Blinds, etc.—Nos. 191, 193 and 195 North Water St.

This prosperous house was established in 1876 by Mr. J. J. O'Connor, who was succeeded by the present proprietors. The premises consist of three stories in the building numbered from 191 to 195 North Water street, and one floor in that adjoining. The machinery is first-class and of large capacity, working upward of 500,000 feet of lumber annually into sash, doors, blinds, fancy fronts and store doors, window and door frames, casings and mouldings of every variety. Perfect finish is displayed in all their goods, those of a fancy description showing novelty of design and artistic execution in a high degree.

TITUS & BABCOCK,

Manufacturers' Agents for Cliff's Bolster and Buggy Springs and the Celebrated Ram's Horn Buggy Springs—No. 214 West Main St.



Cliff's celebrated bolster springs are well-known and highly recommended throughout the length and breadth of the United States, where they are probably more generally used than any other description. Messrs. S. M. Titus and C. W. Babcock have recently associated themselves in business as manufacturers' agents of these goods at No. 214 West Main street, where all correspondence should be addressed. The Cliff bolster spring appears this year in an improved form, which must add greatly to the already large demand. It must be seen to be appreciated. It is entirely new in its construction, combining the old-fashioned elliptic with the torsion principle, getting the body down low, doing away with side-bars, cross-bars and body-loops, and making the easiest riding spring ever produced. This spring is made with a capacity ranging from 1,000 to 8,000 pounds, with prices varying accordingly.

The gentlemen composing this firm are already favorably known to Rochester people, whose good wishes they have in their enterprise.

CHAS. W. TROTTER & SON.

Furnaces, Ranges, Hotel Heating and Cooking Apparatus, etc.—General Jobbers—Dealers in and Manufacturers of Tin and Copper Ware—Whitecomb House Block, No. 215 East Main St.

Mr. Charles W. Trotter has resided in Rochester for the past thirty years, the last eighteen of which have been devoted to the branch of business in which he is at present engaged, and in which he established himself at No. 29 Exchange street in 1870. Five years later the firm of Trotter, Geddes & Co. was organized and continued for ten years as the leading Rochester house of the kind, when it was dissolved and Mr. Trotter continued in his own name until January 1st last, when his son, Mr. H. L. Trotter, a vigorous and enterprising young gentleman, was admitted to a partnership. The latter was specially trained to his vocation under the direction of his father, and is a master of all details pertaining to the trade. The elder Mr. Trotter is a prominent member of the new Chamber of Commerce and an influential and respected citizen.

The firm occupies the ground floor and basement, 20x150 feet, of the large and eligibly situated brick building No. 215 East Main street, where an immense and carefully selected line of all goods in their line is exhibited. The shops and warehouse for the storage of extra stock are in another part of town, though easily accessible. As already intimated, the firm carry an exhaustive assortment of improved hot air furnaces, ranges, cooking and ventilating apparatus, including every valuable novelty of the time. An endless stock of tin and copper ware is a noticeable feature, most of it of their own manufacture, and their facilities in this direction enable them to make to order anything required from standard or original patterns.

WILLIAM A. PAGE,

Contractor for Fire-Proof Construction and Architectural Iron Work—No. 242 Powers Block.

Particular attention has been paid of late years to fire-proof construction of buildings, and, in fact, this has almost become a profession of itself. Certainly, with the magnificent and costly edifices that are now being erected, it is a matter of judicious economy to have them thoroughly, completely and perfectly fire-proof. Mr. William A. Page, a native of Rochester, stands at the head of those who have made fire-proof construction a study and a practice. His office is at No. 242 Powers block. He is a contractor for fire-proof construction and for architectural iron work of all kinds, and is also agent for the Boston Terra Cotta Company, the Belcher Mosaic Glass Company, John A. Roebling's Sons' patent stiffened wire lathing, asbestos goods of all descriptions, William Ingham & Sons' imported glazed brick, etc.

Mr. Page established his present business in 1886, and has a large, influential and growing clientage, some of the work he has performed being the terra cotta on the Wilder building, the grand staircase in the same magnificent edifice, the stairs and elevator inclosures in the Safe Deposit building on Exchange street, the terra cotta on the Stein Manufacturing Co.'s building, also the Stein, Bloch & Co.'s new clothing building, the Meyers' building, the iron work in the new Ellwanger & Barry building, the new Clinton hotel, and the State Industrial School.

Mr. Page is an enterprising and active member of the new Chamber of Commerce and of the Contractors and Builders' Association.

ROSENBERG & BLUM,

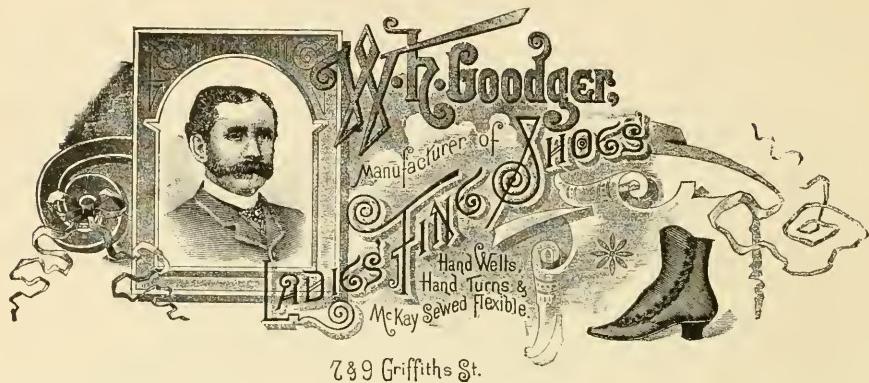
Wholesale Clothing Manufacturers—Nos. 119 and 121 N. St. Paul St.

This eminent Rochester house has undergone several changes since its establishment in 1865, when it was known as Kolb Bros. & Co., Mr. Rosenberg being a member of the firm. In 1870 Kolb, Rosenberg & Co. became the style, followed in 1875 by Rosenberg, Wheeler & Blum. Six years later the name became Rosenberg, Wolff & Blum, the present nomenclature being adopted in 1888. Through all these changes the house has steadily prospered until to-day it is in a position of proud prosperity. The firm occupies the entire seven-story building Nos. 119 and 121 St. Paul street. The rooms are light and airy and aggregate an area of 35,980 square feet. They are apportioned off to the various processes of the business in which the numerous force of 400 hands is employed. The operations are confined to the manufacture of men's clothing in every grade, and careful work and a judicious selection of material characterize the output. The goods have a standard reputation in the market and the ever large call for them arises from every quarter of the United States. Mr. Herman Rosenberg has been a resident here for about thirty years, and since manhood has been associated with the manufacture of clothing. Both gentlemen are well and widely known and highly reputable citizens. Mr. H. Rosenberg is a member of the Chamber of Commerce.

J. L. HEATH,

Shoe Manufacturer—No. 175 Front St.

The business which had been carried on at the Rochester Boot Manufactory upon Water street for sixteen years devolved, in 1886, upon Mr. J. L. Heath, and he transferred the concern to the present more desirable situation upon Front street. Other changes in the business were also made. The premises of the firm are spacious and thoroughly equipped with every accessory to the manufacture of shoes and slippers. A capable staff of hands is employed, and the operations of the house are especially directed to the production of slippers. These embrace every description of design and material, care and judgment being used in the selection of the latter, with the result that these goods have already gained an enviable reputation, and find an ever ready and expanding market all over Western New York. Mr. Heath is a native of New Hampshire, for twenty years a resident of Rochester.



739 Griffiths St.

Mr. W. H. Goodger established himself in business in 1877, and brought thereto a thorough practical knowledge of all the various modes and processes of manufacture as well as a remarkable capability for devising novel and attractive styles of ladies' and children's fine shoes, this being the specialty wherein he has had thirty years' active, practical and commercial experience. The premises at present occupied by Mr. Goodger comprise one floor of the new and commodious building Nos. 7 and 9 Griffith street, 40x115 feet, which is completely fitted up with improved machinery, selected with especial reference to the production of the very finest grades of work. Mr. Goodger gives employment to seventy-five operatives and turns out two hundred pairs of ladies' and children's fine shoes a day. The number of pairs of shoes made is comparatively small, but the secret of this seemingly insignificant numerical product is the secret of Mr. Goodger's popularity with the trade and the public; he achieves quality rather than quantity, and devotes all his comprehensive skill and experience to the manufacture of the very finest quality of goods. It is therefore not surprising that his trade extends all over the United States and is steadily increasing as he augments his manufacturing facilities, for the output of his house is readily absorbed by buyers as fast as made.

Mr. Goodger is a native of this city, one of the oldest in the business. A practical man from top to toe, a thorough workman, comprehensively versed in his business from the minutest stitch to the rapid placing of thousands of pairs of shoes in the most remunerative market, and a genial gentleman, with whom a business transaction becomes a pleasant memento of commercial intercourse, we can heartily commend all those who desire the best quality of goods with the best quality of treatment to visit Mr. W. H. Goodger, and prove our assertions to be true by their individual experience.

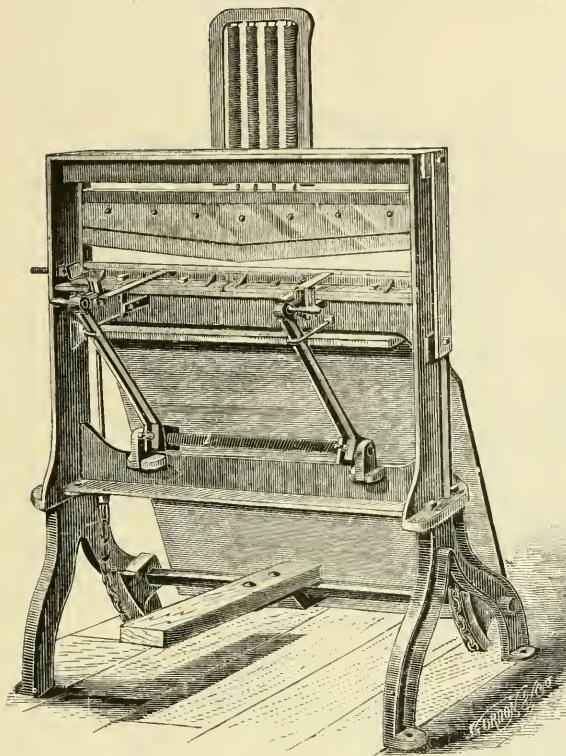
ROCHESTER LUBRICATING OIL WORKS.

J. Scott Wilson, Proprietor—Manufacturer of and Dealer in Lubricating Oils for All Purposes; High Fire-Test, Filtered and Dark Cylinder Oils a Specialty—Office and Works, Nos. 233 to 241 Allen St.

This house is one of the most celebrated in the country, having been established by Mr. J. Scott Wilson, the present proprietor, in 1862, when the discovery of oil in Pennsylvania was first made. Mr. Wilson is therefore one of the oldest oil men in the business. Mr. Wilson's present large and commodious establishment is located at Nos. 233 to 241 Allen street, where he has his office and two-story frame buildings, 60x30 feet in area, and there he manufactures "Wilson's extra engine oils," "Wilson's extra cylinder oils," pure sperm, whale, neat's foot and lard oils, signal, screw cutting, belt, leather, hoof and paraffine oils, lubricating compound greases and lubricating oils for all purposes, and makes a specialty of high fire-test, filtered and dark cylinder oils. Mr. Wilson's trade extends throughout New York, Ohio and the Western States, and this is being steadily increased as the excellence of his manufactures becomes known to the public.

H. WIDDOWSON & CO.,

Machinists—Manufacturers of Wm. Widdowson's Stave Jointer—Brown's Race, Foot of Platt St.



plete steam and hydraulic power machine plant. The firm is engaged in general machine and jobbing work, but make a specialty of the Widdowson stave jointer, which is manufactured in all sizes. These goods are in perpetual demand in every part of the United States.

W. D. CLARK,

Manufacturer of Carriages and Sleighs—Nos. 27 East Ave. and 14 Euclid St.

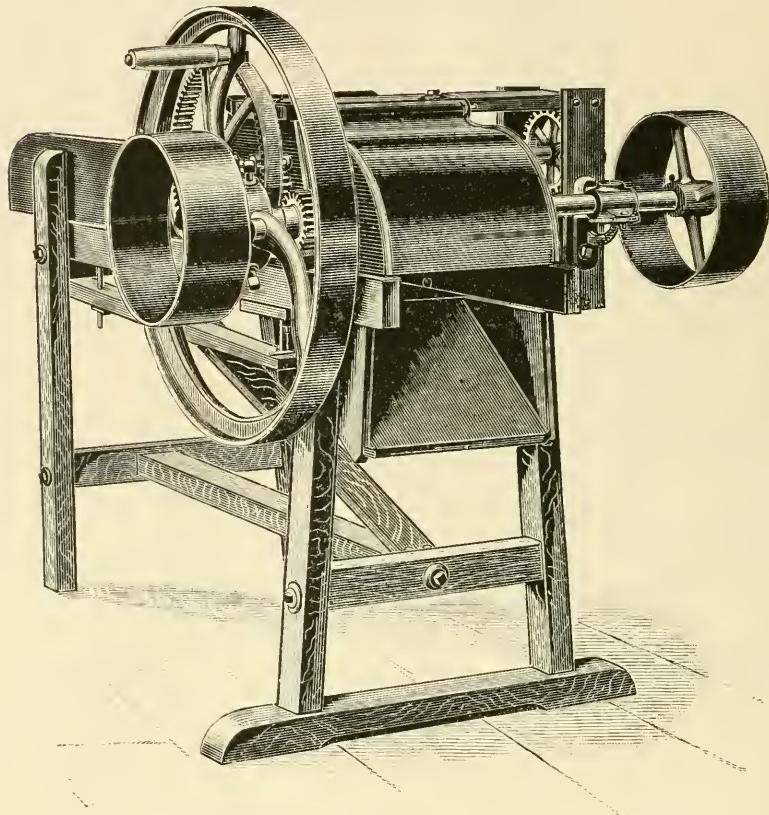
For nineteen years past Mr. W. D. Clark has enjoyed an enviable eminence in the carriage trade, at first as junior member of Rockfellow & Clark from 1869 to 1870, then for two years as senior of Clark & LaFountain, and since 1872 on his individual account. He removed from the original stand, No. 145 East Main street, to his present eligible location, Nos. 27 East avenue and 14 Euclid street, in 1886, his present works having a frontage of 28 feet on both thoroughfares and extending through from one to the other 172 feet, three stories in height on Euclid street and two on East avenue. Here fifteen men are constantly employed, and much of the finest and best work of the kind done in Rochester is turned out here.

While building to order any description of carriage desired, Mr. Clark makes a specialty of the finer grades of light vehicles, phaetons, Cherokees, light top buggies, etc. There is a growing demand for just such work as Mr. Clark devotes his attention to, and many of the neatest and best jobs of the kind in the city and vicinity are from his shops.

Old residents of Rochester will remember the business established in the old Curtis block, Main street, in 1840, by Wm. Widdowson, and will call to mind with regret the death of that esteemed gentleman in 1874. It was then that the brothers H. and A. Widdowson succeeded to the ownership of the concern, which they jointly conducted until the year 1880, when a dissolution of partnership occurred, followed by the formation of the present firm, in which H. Widdowson and Joseph J. Schutte are jointly interested. The present location in Michel's building, Brown's race, was secured by the house in 1874. The situation is an especially favorable one for expeditious operations. The two floors occupied by the firm contain a very com-

S. E. LINCOLN,

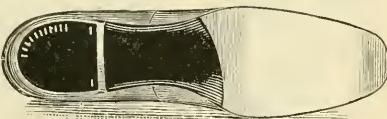
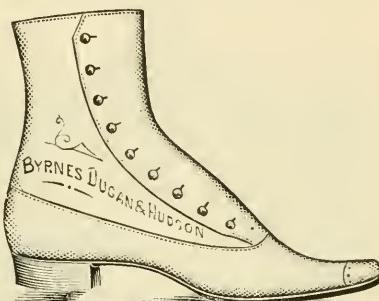
Wholesale Dealer in and Manufacturers' Agent for Specialties in Agricultural Implements, etc.—No. 146 West Main St.



A progressive farming community such as that of Western New York requires and will have at any cost the latest machinery, implements and appliances for saving time, lightening labor and securing the best results. An establishment like that of Mr. S. E. Lincoln, opened at No. 105 West Main street in 1886, is certain of a large patronage and a successful career. It removed during the present year to No. 146 West Main street. Mr. Lincoln controls first-class facilities, and acting as manufacturers' agent and carrying a large stock, is enabled to meet the wants of agriculturists in the best manner and on favorable terms. Mr. Lincoln's premises at the above number occupy the entire ground floor, 20x90 feet, and are crowded with samples of the commodities in which he deals, including a complete line of Ross fodder and ensilage cutters in all sizes, hand, lever, horse and steam power, Ross reversible feed carriers, "Scientific" grinding mills from No. 1 to No. 4, for horse or steam power; "Scientific" farmers' forge, combination anvil and kit of blacksmiths' and farriers' tools; Stevens' improved spring tooth harrow, cutters, carriages and harness, and an endless variety of other useful and convenient devices. A call will convince the farmer that Mr. Lincoln can supply just the things he wants. Mr. Lincoln is a member of the new Chamber of Commerce.

BYRNES, DUGAN & HUDSON,

Manufacturers of Boys', Youths', Misses' and Children's Fine Shoes—Nos. 6 and 8 Pleasant St.; New York Office, No. 122 Duane St.



This well-known and leading firm has enjoyed a career of unbroken prosperity since its establishment in 1881, and is composed of Messrs. Patrick Byrnes, W. E. Dugan and C. B. Hudson. Their manufactures comprise a wide range of superior grades of shoes for boys and girls, both machine and hand-sewed, in all cases their material and workmanship being the best that ample capital, comprehensive experience, the best appliances and highly skilled labor can produce. The result is that a constantly increasing demand exists for their goods, necessitating the employment of more than one hundred and seventy-five workmen, and the daily production of upward of five hundred pairs of shoes. Their facilities would produce many more in a lower grade. Their extensive factory at Nos. 6 and 8 Pleasant street is fully equipped with the latest and most approved machinery, and the entire process of manufacture is personally supervised by each member of the firm, whose experience has been perfected by many years' application. They carry a large stock of staple goods at their New York salesroom also.

The output of the house finds a ready market throughout the country, and the unfailing excellence of the goods made has rendered the name of Byrnes, Dugan & Hudson a guarantee of superiority. All the members of the firm are progressive and alert business men and thoroughly identified with all movements tending to the advance of the Flower City and the augmentation of her material interests. As an evidence of this, they are enrolled with the Chamber of Commerce.

HENRY WRAY & SON,

Brass Founders—No. 193 Mill St.

The firm of Henry Wray & Son was established in 1842 by Henry Wray, sr., who came from England in the year 1817, and the original foundry stood upon the present site of the *Democrat and Chronicle* office. In 1860 the business was transferred to its present location at No. 193 Mill street. The present firm, consisting of Henry Wray, jr., and Wm. H. Wray, dates from 1873. The foundry building is two stories in height and covers an area of 50x25 square feet. It is especially adapted to its purposes and contains all the requisite machinery and other appliances for this particular industry. A competent force of hands is employed, whose labors benefit by the close supervision of the partners, both experts in their business. All kinds of brass and composition castings are made, an ever ready market existing in Western New York for the firm's output. The shrewd enterprise and business capacity of three generations has been brought to bear upon the transactions of this house, with the result that it holds a position unsurpassed in its line. The members of the concern are natives of Rochester, whose public spirit has been evinced by their ready participation in every project for the welfare of the community.

R. WHALEN & CO.

Richard Whalen, James L. Whalen and Richard F. Whalen—Tobacco Manufacturers and Dealers—No. 194 Mill St.



qualifies him for the position he holds as the head of this influential and prominent house.

The present factory is situated in the Kidd building, and occupies a space of 150x150 feet, divided into three large rooms, wherein they have a number of special machines made for the particular needs of their manufacture. There they also employ fifty operatives, and produce their celebrated brands of fine-cut chewing and smoking tobacco, including the "Shield" chewing tobacco, which has attained such enviable prestige. The firm also occupy the two-story building No. 194 Mill street, 50x25 feet, as an office and storage-house.

Messrs. R. Whalen & Co. manufacture from fifteen to eighteen thousand pounds a month of their own tobaccos, besides handling a large quantity of cigars, plug tobacco, etc., for other celebrated houses, of which they are agents. In plug tobacco they do a very extensive business for the Drummond Tobacco Company of St. Louis. The firm do a very large and increasing business that places it among the leading houses of this kind in Western New York. All the members of the firm are Rochester men.

HENRY RUNG.

Manufacturer of Patented Light-Metal Articles, Punches, Dies, etc.—No. 221 Mill St.

In these days of unintermittent invention there exists an urgent necessity for the services of skilful and experienced mechanics to make working models of such inventions and thus demonstrate their practical utility, and also to make the necessary caveat and patent at the U. S. patent office. Such a mechanic is Mr. Henry Rung, who is an adept at the manufacture of experimental machines and models of all kinds, and who also makes patented light-metal articles of every description, and punches and dies.

At his workshop in the Briggs building, No. 221 Mill street, he has a first-class plant of needful machinery for the prosecution of his business, which is principally local, but is very good and steadily increasing. He occupies one floor, and employs several skilled mechanics to assist him in filling his various and frequent orders.

Since the days when Sir Walter Raleigh found the native American Indians on fire, as he supposed, with the smoke of the conflagration being emitted from their mouths, the habit of using tobacco in some form has spread until there is no part of the world that is without its votaries of the nicotian weed. A want never exists among mankind without there being some means devised for its supply, and to furnish a fine grade of chewing and smoking tobacco and cigars the house of R. Whalen & Co. was founded by the senior partner in 1863, the remaining two members, James L. Whalen and Richard F. Whalen, being admitted to a partnership some years since. That this firm has satisfactorily filled the need that caused its institution, its present large trade amply testifies, as well as the high favor in which the products of this house are held. Mr. R. Whalen, the senior partner, has been engaged in the tobacco business since 1838, and he is the only gentleman now living engaged in this business who was then employed at that early period, and his ripe and varied experience eminently

W. BUEDINGEN & SON,

Manufacturers of Photographic Albums, Sample Cases and Fine Leather Articles—No. 30 East Main St.

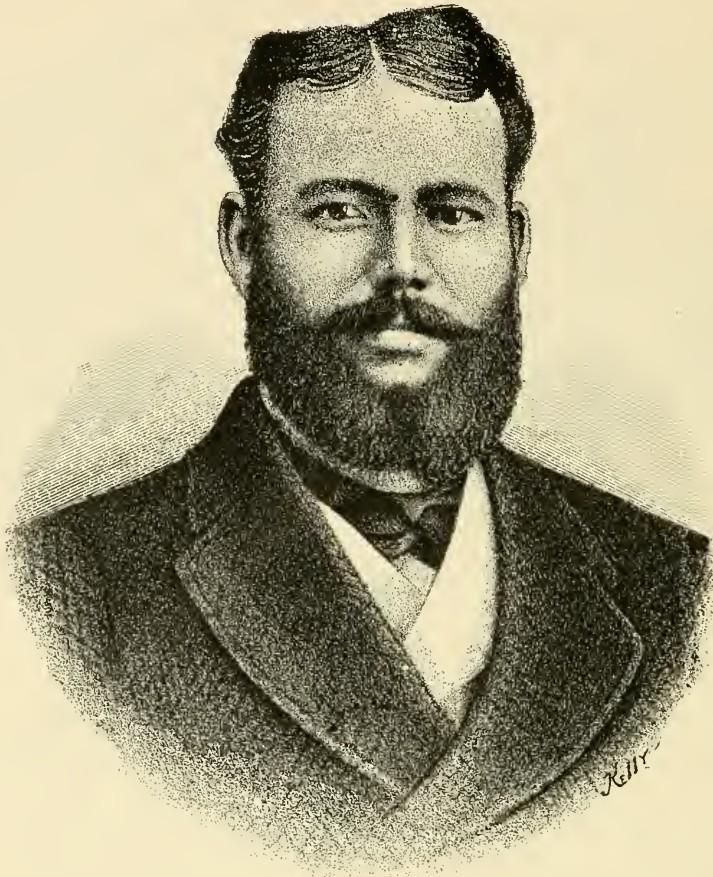


This standard business house, which is composed of W. Buedingen and Carl Buedingen, the son of the senior partner, is located at No. 30 East Main street, where they have an excellent plant of machinery and employ a number of skilled operatives. Both members of the firm are practical workmen of large experience and extensive acquaintance with all the finer branches of the business, making a specialty of the finest work in their line. They make a superior line of sample cases which meet with much favor from commercial men. Portfolios and articles of various makes and uses in fancy leather are also extensively made by them, but the principal line among their specialties is the magnificent quality of albums, embracing every description and in all sizes and styles. The business done by this house is good and steadily increasing, and although scattered over quite a large area of territory, is derived principally from Western New York, where their work is thoroughly well known and appreciated.

GENESEE TOBACCO WORKS,

Manufacturers of Cigarettes—No. 63 North Water St.

The Americans who do not consume the narcotic plant in one form or another are in a very insignificant minority. It was to supply a portion of the vast demand occasioned by this almost universal use that the Genesee Tobacco Works were started in 1881, with the following gentlemen as officers: Mr. F. D. W. Clarke, president; Mr. F. P. Allen, treasurer, and Mr. R. S. Clarke, secretary. The object of the organization was the manufacture of cigarettes, and the invested capital at once placed the concern upon a good, sound commercial basis, and afforded the opportunity for extensive transactions. The factory occupies five stories, each 50x100 feet, in the building at No. 63 North Water street. It contains a plant which is unsurpassed in the country, and is supplied with every appliance necessary to the prosecution of successful operations on a very large scale. Upward of one hundred men are engaged upon the premises, and their number contains some of the most skillful workmen employed in the industry. The utmost care is exercised in the manufacture and in the elimination of every foreign matter from the materials used. In the selection of the tobacco long experience is brought to bear with a very happy result. The chief objection to cigarettes is obviated in the productions of this house by the strict use of none but the purest rice paper. These cigarettes, which are turned out in quantities approaching the utmost daily capacity of 250,000, are of various qualities and descriptions. The firm's brands are all favorably known, the most celebrated being the "Golden Veil," a cigarette which is sold by almost every retailer in the country. The demand for these goods is continually enlarging, and emanates from every portion of the Union. This firm has enjoyed exceptional advantages in its large and well-handled capital, and the experience and abilities of its members. Their transactions have always been characterized by enterprise and a sound business policy. The Genesee Tobacco Works is one of those concerns for which it is safe to predict prosperity.

J. AUSTIN SHAW,**Nurseryman—Office, No. 1 East Park.**

Among the oldest and leading nurserymen of this justly famous "flower" city, none have a higher or more honorably acquired reputation than J. Austin Shaw. His business has been constantly increasing since its establishment, until now there are few, if any, whose sales aggregate a larger amount yearly. Mr. Shaw has for over fifteen years enjoyed close business relations with Chase Bros. in growing choice and new varieties of nursery stock, and controls exclusively the stock and sale of many valuable specialties, the principal being the "Mammoth" peach and "Bunker Hill" plum, both grand additions to the triumphs of horticultural enterprise and experiment. He has devoted all his time to the nursery business since 1871, and at the present has a force of over 150 salesmen employed, and his customers may be found in almost every State in the Union.

His sales during the present season promise to reach the flattering total of over \$100,000. His facilities are unexcelled. Everything that can add to the genuineness and excellence of his stock is secured. His packing grounds are the most complete in the State, and he guarantees satisfaction to those who deal with him. Many of

his salesmen have been in his service for years. They are chosen with great care, and no one is employed whose character is not above reproach. So extensive are his sales in every direction that he has decided to establish another office in New York city in the fall of 1888, which he will personally supervise, retaining his present office in Rochester, under the title of J. Austin Shaw & Co., and giving Mr. J. Campbell Shaw, who has for many years been his bookkeeper and correspondent, an interest in his business and the management of his office here.

Mr. Shaw is a member of the Rochester Chamber of Commerce and vice-president of the Nurserymen's Association.

CHARLOTTE IRON WORKS.

George B. Smith, President; A. S. Clarke, Secretary and Treasurer—Manufacturers of Anthracite Pig Iron—Office, 343 Powers Block; Furnace at Charlotte.

When the manufacture of iron is alluded to, the imagination at once reverts to Pennsylvania or the newly operated furnaces at Birmingham and Sheffield, Alabama. But in New York State there is no small amount of iron manufactured, and among those factors the Charlotte Iron Works bears an important part. The furnace of this company was built in 1868, and operated by the Rochester Iron Manufacturing Co. until 1878, when it was purchased by a syndicate of Rochester capitalists. In September, 1879, the present company was incorporated with a capital stock of \$125,000.

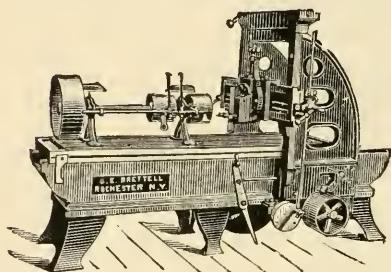
Upon the new company taking control, the works at Charlotte were thoroughly re-organized and extensively improved, at an expenditure of \$70,000. The premises now embraced in the plant are some fourteen acres; the buildings are chiefly of brick, and consist of a large and improved furnace house and stack, stock house and engine house. The motive power is furnished by a battery of twelve boilers 65 feet long, a three hundred and fifty horse-power engine, with wheels 24 feet in diameter, weighing some thirty-four tons each, with cylinders seven feet long and forty-two inches in diameter, and an air cylinder seven feet long and 90 inches in diameter is used for forcing air into the stack and for pumping purposes. Seven thousand cubic feet of air per minute is forced into the stack and from there to the hot blast ovens, which contain fifty-four pipes, 16 feet high and six inches inside diameter, the heat varying from 900 to 1000 degrees *Fahrenheit*. Fourteen thousand gallons of water per hour is used for supplying the boilers and keeping the water blocks cool. This is pumped from the Genesee river, some 600 feet distant, by the compound Worthington pumps in use on the premises.

The amount of fuel, raw material, etc., which includes coal, coke and limestone, used daily averages from 200 to 250 tons. This is hoisted to the top of stack, a distance of some 85 feet, by a double steam elevator. In the various departments connected with the furnace employment is given to eighty operatives at all seasons of the year. The present capacity of the furnace is from 50 to 60 tons of anthracite pig iron daily, which finds a ready sale in the Eastern, Middle and Western States. The class of ores used in its production are chiefly New York State, with a mixture of Lake Superior and other magnetic ores. These combinations produce a superior foundry iron, combining strength with fluidity, and is specially adapted for stove plate and the lightest or heaviest castings. Everything connected with the works is of the latest and most improved description, making it one of the most complete plants of the kind in the State. The location of the furnace as a shipping point is also highly desirable, the tracks of the New York Central (Charlotte branch) and the main line of the Rome, Watertown & Ogdensburg railways passing the premises, special switches for the company's use connecting directly with the main line. Another decided advantage is the excellent dockage facilities for shipment by lake—this consists of a dock some 900 feet in length, at which vessels of the largest draught can load and unload.

That the consumers of the product of this establishment appreciate the facilities possessed and also the grade of iron produced is apparent from the fact of the large orders constantly received, which are booked for delivery months in advance.

BRETELL & WILSON,

Successors to Geo. E. Brettell—Machinists' Tools, Gear Cutting and Special Machinery; Planers a Specialty; General Machine Jobbing, Steam Pumps, Engines, Boilers and Machinery Built and Repaired—Manufacturers' Agents for Other Tools and Machinery—Corner River and Water Streets.



long and satisfactorily filled the position of foreman to the Woodbury Engine Co. Mr. Wilson's special knowledge has decided the house to add steam engine and boiler work to the business, and facilities for the contemplated extension in the operations have been arranged accordingly. The transactions of the house consist in the manufacture and sale of machinists' tools, iron planers receiving particular attention. These goods find a market in various parts of the country and are largely in request, the planers, of which a large number are disposed of annually, having a high reputation. The firm occupies a portion of the building at the corner of Water and River streets, where their fine iron-working machines are ever busy, and their workmen fully employed. The business is in a thriving state, and the extensions that have been and are being made will greatly augment the already heavy business of the firm of Brettell & Wilson.

This highly reputable firm, the component members of which but lately combined to do business, was established seventeen years ago under the style of F. S. Brettell & Son. No change occurred in the management or name for ten years, when the succession of Mr. Geo. E. Brettell altered both, the firm taking his name, which it has retained to the present. It will in future trade under the style of Brettell & Wilson, Mr. William A. Wilson having entered into partnership with the afore-mentioned gentleman. The incoming partner brings an extended experience to the business in having

MACK & CO.

W. W. Mack, R. L. Mack, W. R. Mack and A. P. Mack—Manufacturers of the Celebrated Brand of D. R. Barton Edge Tools—No. 18 Brown's Race.

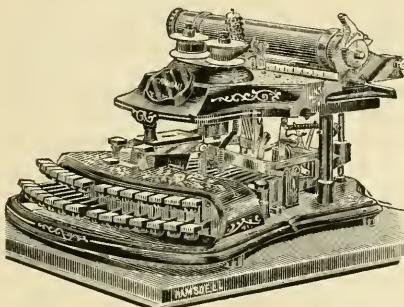
This industry was established by D. R. Barton in 1832, and after maintaining the business until 1866 in that year Messrs. Mack & Co. secured control of it, the firm comprising W. W. Mack, R. L. Mack, W. R. Mack and A. P. Mack. Their magnificent plant covers three and one-half acres of ground, and in the buildings are employed one hundred and fifty workmen and a comprehensive and complete line of all needful machinery for their manufacturing purposes therein utilized. Their workmen are all skilled mechanics, the majority of whom have been with this company for years, and all their machinery is of the most approved and perfect make.

Messrs. Mack & Co. are among the best known makers in this business, and by their succession to D. R. Barton certainly are among the oldest, their manufactures comprising only the highest grade of fine edge tools, such as chisels, hatchets, bits, axes, etc.; and they also make a superior class of pump-tools, etc. The D. R. Barton brand of tools is known all over the world, and all over the world is where the business of this firm extends. As an evidence of the superiority of the articles of their manufacture over all others, it may be cited that this firm received awards at the Centennial and at other expositions.

Business with this firm is exceedingly good and is constantly increasing. To fill orders outside of the regular trade the house finds it necessary to always carry a stock of the various articles of their manufacture, valued at upward of \$100,000, and in the production of such articles one hundred tons of high-grade steel and two hundred tons of Swedish iron are annually used.

THE NEW MODEL CRANDALL TYPEWRITER.

Franklin S. Stebbins, 201 and 202 Ellwanger & Barry Building, State St.



a typewriter, and can you work it rapidly?" On the answer much depends.

The points of the Crandall are that its price is so low as to bring it within the means of nearly every family. It combines the excellences of the earlier typewriters and avoids their defects. Its type can be removed and a new style inserted in a moment—a great advantage. Its writing is always in plain sight of the operator, even to the last letter. This is a great convenience and advantage. The alignment is perfect. This excellent machine is worthy close examination and trial.

ARCADE PHOTO COMPANY,

Landscape and Commercial Photographers—Specialties: Buildings, Machinery, Live Stock and Interior Views—Nos. 92, 93 and 94 Arcade.

The services of the landscape and commercial photographer are in steadily increasing request, and the time is not far distant when this most useful branch of the art will vie in popularity and general utilization with that of the portrait photographer, who has supplanted the artist painter in that field. One of the most successful and prominent photographic houses in this country is the Arcade Photo Company, established in 1881 and occupying the three commodious rooms Nos. 92, 93 and 94 Arcade, Rochester. The principal member of the company has had thirty-five years' experience in his business; hence his capacity can be readily estimated. Their specialties embrace every description of landscape, residence, factory, machinery, parlor, hall, store and other interior views, in any desired size from $6\frac{1}{2} \times 8\frac{1}{2}$ to 24×28 inches. Equipped with a complete line of the finest improved instruments and employing only capable and experienced artists, they are prepared to guarantee satisfaction in every instance. Orders are promptly executed, and moderate prices are the rule.

ROCHESTER BRIDGE WORKS.

J. F. Alden, Manager and Proprietor—Bridge Builders—East Rochester.

The Rochester Bridge Works have built a large number of iron bridges, viaducts, trestle-work, approaches, etc., for the New York Central & Hudson River, the West Shore, the Chicago & Northwestern, the Boston & Maine and other railroads, specimens of their work being shown in all parts of the United States and Canada, giving the utmost satisfaction to those for whom they were constructed.

The premises in Rochester comprise a large plant, covering four acres, whereon is a main building, 350×150 feet, of brick and one story high, with two wings each 225×50 feet. Four hundred workmen and a magnificent plant of powerful iron-working machinery of the most approved pattern are employed.

This large and flourishing enterprise was founded by Thomas Leighton in 1872. Painstaking and thorough in every trifling detail, the Rochester Bridge Works achieve perfection, and perfection is no trifle.

H. SCHWARZ & CO.,

Makers of Fine and Artistic Clothing—Nos. 60 and 62 Mill St.

This representative house is a monument to the bright capacity and enduring energy of its founders. In 1862 the brothers Schwarz, natives of Prussia, came to Rochester, and commenced the clothing business upon a modest scale. Slowly but surely the enterprise grew and expanded, until in 1883, when the present firm, Henry and Max Schwarz, succeeded. The house occupies very extensive premises, consisting of five floors and basement, 40x150 feet, of a fine iron and brick fire-proof building. It is very completely fitted up, having steam heat, elevator, perfect ventilation, speaking tubes, and indeed every appliance that could expedite the business or add to the comfort of the employes. The building is conveniently apportioned into various departments as follows: In the basement are the sponging, packing and shipping rooms; on the first floor the airy, well lighted offices, cutting and receiving rooms; on the second floor the sample room; on the third and fourth floors the enormous and varied stock constantly carried, and above all the examining room. Upwards of 100 hands are employed, and the routine is conducted with a speed and regularity reflecting credit upon all concerned. The operations are devoted exclusively to the production of fine tailor-made and artistic clothing, for which this house has a standard reputation. The handsome trade mark of H. Schwarz & Co. is well known in the Middle and Eastern States, whence a rapidly growing trade is drawn. Mr. Henry Schwarz gives personal supervision to all the manufacture, being a thorough practical maker, as well as an excellent business man.

UTZ & DUNN,

Manufacturers of Ladies', Gents' and Misses' Shoes and Slippers—Nos. 206 to 214 South St., Paul St.

It is only eight years since Messrs. H. J. Utz and W. H. Dunn combined their capital, experience and energy and embarked in the manufacture of shoes, at first on a small scale, but gradually enlarging their plant and increasing their facilities until they now require for their operations no less than 7,000 square feet of floor space, employ 105 people, and turn out on an average 425 pairs of shoes and slippers *per diem*. Their equipment of appliances is complete and includes everything of demonstrated value for expediting the work in hand. The specialties to which their establishment is devoted embraces superior lines of McKay-sewed goods, ladies', misses' and gents' fine shoes and slippers in popular styles and of the highest grades of material and workmanship, beautifully finished, attractive, salable, substantial and serviceable. The firm also make an extensive line of warm goods for winter wear, which are sold in every state of the Union. Nothing that skill, care and practically unlimited resources can accomplish is left undone to render all goods made by this firm perfect in all essentials—a fact generally recognized by the trade, particularly at the West, where only combined solidity and style command patronage.

ALBINE WISEMAN,

Wholesale Manufacturer of All Kinds of Shoemakers' Tools, Patent Counter Peg Floats, Iron Revolving Lasts, etc.—No. 175 North Water St.

Rochester enjoys a world-wide fame as a shoe manufacturing center, and is also an important seat of the kindred industry of manufacturing shoemakers' and shoe dealers' tools and appliances. Perhaps the oldest concern of the kind here is that of Mr. Albine Wiseman, established in 1847, and which for twelve years past has occupied its present convenient and commodious quarters, No. 175 North Water street, employing at present several skilled workmen and a fine outfit of special machinery, designed expressly for this class of work.

Mr. Wiseman's specialties, comprising full lines of superior shoemakers' tools of every description, patent counter peg floats, iron revolving lasts, edge irons for union edge-setting machines and hand-work, etc., are noted for excellence of design, material and workmanship. First-class goods only are turned out, and are handled by the jobbing trade exclusively.

H. KOHLMETZ & SON,

Machinists and Blacksmiths—Manufacturers of Fire Escapes, Balconies, Iron Work for Buildings, etc.—Nos. 179 and 181 North Water St.

The use of iron in connection with architecture is steadily on the increase, and fortunate indeed are those who have for a long period been engaged in this industry, for the day of their reward is at hand. Among those pioneers who have exerted themselves most industriously and successfully to demonstrate the superiority and desirability of iron for many of the uses hitherto performed by wood in building is the firm of H. Kohlmetz & Son, the noted machinists and architectural blacksmiths, of Nos. 179 and 181 North Water street, the concern having been founded in 1870 by the senior member. Mr. Charles E. Kohlmetz, a fine practical mechanic, reared to the business, was admitted in 1885, and has shown himself not only a superior workman but an excellent business man, in both respects emulating his estimable father.

The works of the firm occupy two floors, 40x50 feet, of the Hydraulic building, at Nos. 179 and 181 North Water street, and are fitted up in excellent style with late improved machinery appropriate to the work done—lathes, drills, planers, screw-cutters, shears, presses, forges, etc.—all operated by water power. The specialties for which the house is noted include all late improvements in fire escapes, balconies, sidewalk elevators, bridge bolts, fences, doors, shutters and iron work generally for buildings of every description. Samples of their work may be seen on the Ellwanger & Barry building, the Safe Deposit Company's building and other prominent Rochester structures.

F. E. BROWN,

Wholesale Dealer in Hemlock and Hardwood Lumber. Hard and Soft Kindling—No. 24 Olean St.

Nothwithstanding the substitution, wherever available, of other materials for building purposes, the demand for lumber steadily augments, and there is really no more promising field for enterprise and investment than that presented by the lumber business, provided always that the party so embarking has experience, capacity and tact sufficient to carry on the business as it should be done. Of this class is Mr. F. E. Brown, who for the past three years has been located at No. 24 Olean street, where he has large storage yards and a neat office. Mr. B. does a wholesale trade exclusively, confining himself to hemlock and hardwoods, and is not, therefore, compelled to carry a heavy stock at this point, filling orders direct from the mills of J. C. Brown & Co., over the line in Pennsylvania. He has the run of these mills, and is prepared to fill large orders at short notice for choice hemlock, oak, ash, etc., rough or dressed, at prices as low as can be quoted by any dealer in this market. He is also a heavy dealer in kindling wood, hard or soft, which he supplies at wholesale or retail on reasonable terms. Builders, retail lumber dealers, and the trade generally, will find Mr. Brown a prompt, accommodating and reliable business man.

H. H. BABCOCK & CO.,

Wholesale and Retail Dealers in Anthracite and Bituminous Coals—Principal Office, No. 5 West Main St.; Yards and Branch Offices, Corner West Main and Washington Sts., and Corner North St. and N. Y. C. R. R.

The base of supplies of a populous and busy manufacturing region, Rochester is necessarily a great coal market, the transactions involving vast capital and the employment of large numbers of men. In the front rank of the trade here is the old house of H. H. Babcock & Co., No. 5 West Main street, established in 1868, and composed of Messrs. H. H. Babcock, the father, and C. H. Babcock, the son. The firm have commodious yards and branch offices at West Main and Washington streets and at the intersection of North street and the New York Central railway. They handle both soft and hard coal, receiving by the Delaware, Lackawanna & Western railway and distributing as required, their sales extending to the western parts of the State, and consisting for the most part of car-load lots. Both father and son are native New Yorkers and enjoy the confidence and esteem of the community.

THE P. COX SHOE MANUFACTURING CO.,

P. Cox, President and Treasurer; John F. Swan, Secretary—Factories, Rochester and Fairport, N.Y.; Salesrooms, No. 78 Reade St., New York, and No. 199 East Madison St., Chicago—Office and Rochester Factory, Nos. 133 to 139 North Water St.

Rochester owes much of her fame as a shoe manufacturing center to the gentleman who gives a name to the above company. Mr. Cox in 1868 embarked in business for himself as head of the firm of P. Cox & Brothers. The present concern was incorporated in 1883, with a cash capital of \$500,000 and Mr. Cox as president and treasurer, and under his skillful direction it has become a power in the shoe trade, employing 450 operatives here and 400 at Fairport and turning out considerably over \$1,000,000 worth of finished goods per annum. The Rochester factory is a huge six-story affair, 75x75 feet, equipped in every department with the latest improved machinery, operated by a 100-horse-power steam engine, and in all respects a model establishment from basement to roof.

The house produces diversified lines of high-grade goods, embracing ladies', misses', children's, boys' and youths' shoes in the finest qualities and medium grades. These goods are well and favorably known everywhere, and need no commendation to the trade, who are familiar with their merits.

PERRIN FURNITURE CO.,

Manufacturers of Chairs and Parlor Furniture—Corner Water and River Sts.

One of the oldest and best known houses in Rochester is the Perrin Furniture Company, whose reputation for special goods is widespread. The concern was organized in 1865 by its present members, E. W., Fred and Charles Perrin, since when it has taken a prominent part in the promotion of the industry. The premises of the company are conveniently situated at Water and River streets, and its machinery is run constantly at its full capacity in conjunction with a complete and skillful staff of employees. The factory is one of the best appointed in the city, and, consequently, its productions are of an uniformly high order of excellence, and command good prices in the market. The business of the house is entirely of a wholesale character, and embraces the manufacture of tables, rockers, chairs, in fact, every variety of parlor and art furniture in hard woods, upholstered, in the production of which by highly skilled workmen the greatest beauty of design, artistic appearance, and finished workmanship are displayed. The gentlemen interested in this concern are Rochester men of high reputation and public character, whose future career will be watched with interest by the community in the interests of which they have so often and actively engaged themselves.

WILLIAMS & HOYT.

W. Williams and Charles E. Hoyt—Manufacturers of Fine Shoes—Foot of Center St.—Branch House, No. 142 Duane St., New York City.

A leading house in the shoe industry of this country is that of Messrs. Williams & Hoyt. The business was established by the present firm in 1872, their works being in the Lambert building, but about 1886 they removed to their present location at the foot of Center street. There the firm has a magnificent establishment, occupying seven floors, 50x100 feet. This building is equipped with a very complete line of shoe manufacturing machinery, by the aid of which and the four hundred operatives employed a vast quantity of boys', youths', misses', children's and infants' fine shoes are turned out that are sold all over the United States. From 1,300 to 1,500 pairs per diem is the usual output, of the better quality of shoes, known as the "fine medium line." In order to more readily reach the trade in the Eastern States, New Jersey, New York city and Brooklyn, a wholesale department has been established at No. 142 Duane street, New York city. Business with this firm is very prosperous and augurs well to continue so. At all times their factory has been run to its full capacity.

CHASE & CO.,

Merchant Millers—Arcade Roller Mills—No. 5 Aqueduct St.

The "Old Red Mill," one of the pioneer institutions of Rochester, is remembered by all old citizens. It was a famous mill in its day, and nobly performed its part in making for this city its ancient sobriquet of the "Flour City"—a title which she enjoyed for a long period ere the great wheat-growing and milling centers were removed beyond the Mississippi. It was torn down along in the sixties, having become too antiquated for the times, and replaced by the present Arcade roller mills, the property of Mr. John H. Chase under whose directions they were constructed. The Arcade mills are of stone, four stories in height, 50x180 feet, are fitted up with the latest improvements in roller flouring machinery, operated by water power, and are noted for the excellence of their product, which comprises some of the most popular brands on the market, among them the celebrated "Bridal Wreath," "Crown Prince" and "White Rose," winter wheat flours, than which it would be impossible to make higher or more acceptable grades, as is shown by the steady demand for them, from the Eastern States especially, the trade and the discriminating housewives of that section having long since placed upon them the seal of their approval. The capacity of the Arcade mills is 200 barrels per day, or 60,000 barrels annually, and the services of fifteen men are required at all seasons.

Mr. Chase, who is one of Rochester's most prominent and influential citizens and a leading member of the Chamber of Commerce, is also head of the firm of Chase, Hibbard & Co., proprietors of the Elmira mills, 200 barrels daily capacity, at Elmira, N. Y.

LOUIS ERNST & SON,

Retail Dealers in Hardware—No. 29 E. Main St.

This house was established in 1856, by the present senior partner and Mr. Seifried, under the firm name of Ernst & Seifried. Mr. Ernst sold his interest in the business to Mr. Seifried in 1869, then established a new store on his individual account directly afterward and carried it on until 1878, when he admitted his son, Mr. Louis J. Ernst, to partnership, and the firm name was changed to Louis Ernst & Son, as at present.

The premises occupied is the first floor of the brick building No. 29 East Main street, and there a large and complete assortment of hardware, etc., is carried, including a fine line of mechanics' tools and builders' hardware, of which two latter items the firm makes a specialty. Their trade is very good and growing constantly, being derived principally from the western part of the State.

Mr. Louis Ernst was born at Baden Baden and came to this city in 1831, and has since resided here continuously, earning the deserved reputation of being one of the most popular of our German-American citizens and a most efficient business man. Mr. Louis J. Ernst is a native of Rochester and a courteous and obliging gentleman.

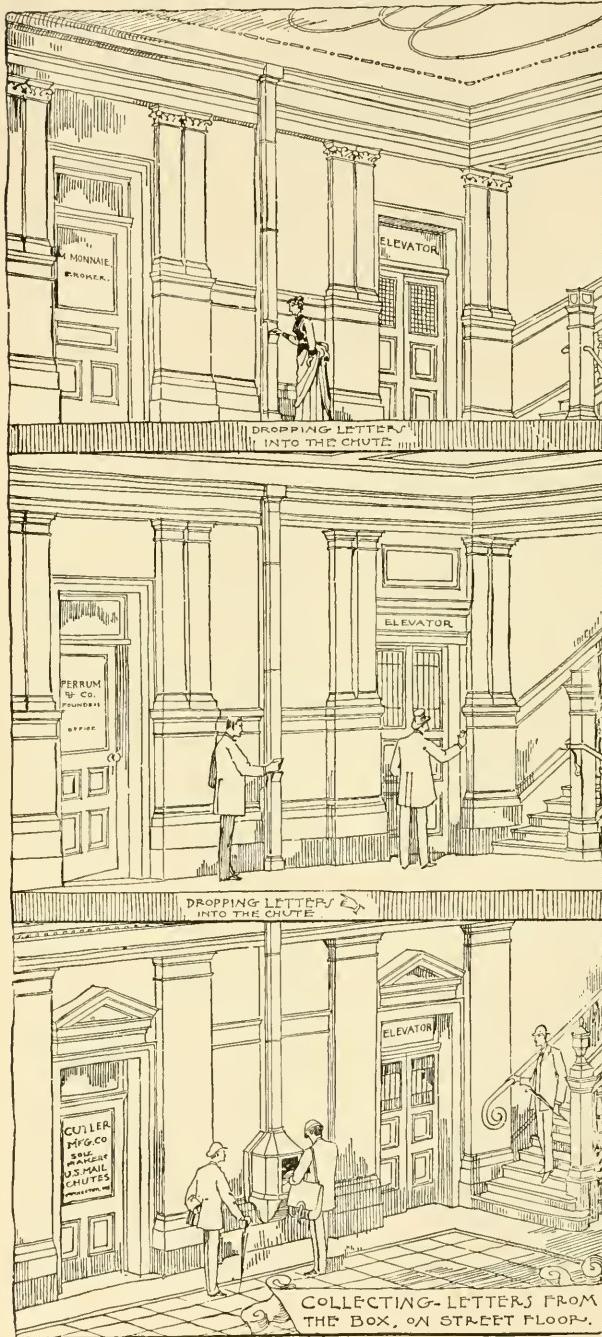
G. W. CROUCH, JR.,

Wholesale and Retail Lumber Dealer—Cor. Main and Goodman Sts.

One of the most enterprising and successful of Rochester's more recently established lumbermen is Mr. G. W. Crouch, jr., whose seven acres of storage yards, extensive planing mill and large dry kilns at the intersection of Main and Goodman streets, are as well-known as any business plant in the city. In addition to his facilities here, however, Mr. C. owns and operates a fine saw-mill in Pennsylvania, manufacturing much of his own stock. He employs forty men at his yards here, and handles every description of pine, hemlock and hardwood lumber, which is supplied to the trade and consumers in large or small quantities, rough or dressed, at lowest market quotations, promptly and in good shape. He also manufactures and keeps constantly on hand complete lines of shingles, laths, fence posts, pickets, etc. Mr. Crouch was bred to the lumber business. He was formerly connected with the firm of Craig & Crouch, later of G. W. & C. T. Crouch & Sons, and finally embarked on his individual account in 1884. He handles at this city from 6,000,000 to 7,000,000 feet annually, and is in a popular and prosperous condition. He is a member of the Chamber of Commerce.

THE CUTLER MANUFACTURING CO.,

**Sole Makers of U. S. Mail Chutes for Office Buildings—J. Warren Cutler,
Manager—Rochester, N. Y.**



This magnificent device, whose utility and practical indispensability has been so thoroughly proven, was invented and patented in 1882 by Jas. G. Cutler. Since that time it has been found necessary to add some minor improvements, also patented, which have made the Cutler U. S. Mail Chute practically perfect. That this statement is absolutely warranted is attested by the special award given this device at the New Orleans Exposition, where it was exhibited pursuant to the request of the Postmaster-General, and also from the fact that it received a silver medal at the Cincinnati, Ohio, Exposition in 1884.

By reference to the illustration herewith, its method of working will be readily understood, and it is only necessary to let the imagination construct as many additional stories to the building as may be desired to understand the immense amount of time and labor this device saves with each additional story the building may possess. The mail chute itself is made of metal and plate glass, handsomely finished, which runs up through the entire building, and is provided with apertures on each story, wherein the tenants of offices, and others can deposit their mail, which by means of the chute is carried safely and directly into the U. S. mail-box on the ground floor, whence it is taken by the mail-carrier of collection to the post-office. This is done by special authorization of the postmaster-general, another testimony to the absolute efficacy of this device and its complete security for mail matter deposited

therein. In the present age of multi-storied buildings, no builder or owner of such edifice has all the needful and convenient appliances unless the Cutler U. S. Mail Chute is in use therein—a device as necessary for the business man as is the elevator. The Equitable Life building, New York city, with some six thousand tenants, utilizes three chutes; also having chutes in the buildings of the Equitable Life Assurance Society in Boston and St. Louis. The magnificent Rookery building, in Chicago, has two chutes; the Home Insurance building, Phoenix, Calumet, Gaff and Opera-house buildings, Chicago, all of which are of eight or more stories; the Mills building, Aldrich Court and Standard Oil Company's buildings, New York city; Brown Brothers' and Bullitt buildings, Philadelphia; the Mitchell building, Cincinnati; the Rowe building, St. Louis; the Herrick and Lowrie buildings, Minneapolis; the Kenyon building, Louisville; German-American Bank building, St. Paul; Fendall building, Washington; Merchants' Bank and Globe buildings, Boston, and the Powers' block and Wilder building, in this city, are among those who use and unqualifiedly eulogize this labor-saving mailing system.

The following letter from the Assistant Postmaster at Chicago, where the greatest number of the Cutler U. S. Mail Chutes are in use, shows what such officials think of its utility :

OFFICE OF THE POST MASTER, CHICAGO, ILL., Oct. 28, 1887.

The Cutler Manufacturing Co., Rochester, N. Y.:

GENTLEMEN—It gives us pleasure to testify, at your request, to the perfect operation of the U. S. Mail Chute placed in the Home Insurance building and the Rialto building, in this city. The volume of mail in these two buildings is very great, and the chutes have been very severely tested. The device is an excellent one, of great value to the post-office as well as to the public, and should come into general use with as little delay as possible. Very respectfully yours,

HENRY F. DONOVAN, General Supt. City Delivery. COLLINS S. SQUIRES, Assistant Postmaster.

THOMSON & KENFIELD,

Dealers in Bicycles, Tricycles and Accessories—No. 92 S. St. Paul St.



The bicycle and tricycle are coming into such general use, not only for exercise and pleasure, but even as recognized legitimate vehicles, that the trade increases rapidly each year, and manufacturers on both sides of the Atlantic vie with each other in the improvement of "the silent steed." Every considerable town in the United States has its 'cycle depot—some of them have several—and Rochester is no exception to the rule. The leading establishment of the kind here is that of Thomson & Kenfield, No. 92 South St. Paul street, one of the elegant ground floor stores of the Osburn House block. These gentlemen commenced handling bicycles in a small way in 1883, and by giving close attention to the wants of buyers have built up a very large and prosperous business in Rochester and vicinity, selling hundreds of machines and quantities of accessories annually.

Thomson & Kenfield are agents at this point for the Rudge bicycle and tricycle, of which Stoddard, Lovering & Co., Boston, are sole general agents for the United States, and carry a

fine stock of these celebrated machines. They are also agents of the Overman Wheel Company of Boston, manufacturers of the justly famous "Victor" bicycles and tricycles, claimed to possess points of superiority over all others on the market. We have not space to go into the merits of the machines named, nor is it necessary, since Messrs. Thomson & Kenfield supply all desired information, illustrated catalogues, etc. Suffice it to say that they are prepared to furnish from stock any grade of machine desired, at prices ranging from \$25 to \$250, and to make repairs when required. Both are New Yorkers by birth, young, energetic and industrious, and last year effected sales exceeded by only two similar houses in this country.

THE CLARK NOVELTY CO.,

Contractors and Manufacturers of Metal Specialties, Small Machinery, etc.—Charles H. Clark, Manager; William S. Hall, Special Partner—No. 13 Aqueduct St.

Although young in years, the Clark Novelty Company has by dint of enterprising effort and careful attention to the details of business established an extensive and growing trade with all parts of the United States. The company's factory is in the Bee Hive building, No. 13 Aqueduct street. The machinery, which is all after the newest styles, is very interesting in its operation, and consists of dies, lathes and iron-working machines of great capacity. The work done necessitates the employment of the highest grade of skill, and of such the staff is entirely composed, all under the strict supervision of Manager Charles H. Clark. The company's trade in small machinery and metal specialties is very large and rapidly developing. They also do a very extensive business in contract work upon patent articles, and give especial attention to all kinds of brass work. Experimental work for inventors is one of the features of the business, for the satisfactory execution of which the company has superior facilities. There is a large and continually extending scope in the United States for such work as the Clark Novelty Company performs, and the progress of the house since its inception two years ago is conclusive evidence that it will avail itself to the full of its exceptional opportunities.

JOHN DUFNER & SON,

Manufacturers of and Wholesale Dealers in Lasts, Crimps, Seam Rubbers, and Patent Boot and Shoe Trees—No. 63 South St. Paul St.

Messrs. John Dufner & Son enjoy the distinction of being the oldest established house in their line of business in Rochester, the firm dating back as far as 1857. Since that time enterprise and energy have gradually steered the fortune of the house to the proud position of the largest in the United States and British America. The factory, which is situated at No. 63 South St. Paul street, contains some of the finest wood-working machinery in the country, capable of turning out 1,000 pairs of lasts weekly. The demand upon them most of the time taxes their capacity to the fullest extent. Although much the greater portion of the firm's business consists in the manufacture of lasts, their trade in crimps and seam rubbers is large and continually developing.

The endeavor of the firm, in which it has been highly successful, to invariably turn out one class of goods, and that the best, has resulted in the cordial and in every way satisfactory relations existent between themselves and those with whom they have dealings.

D. S. McLENNAN & CO.,

Importers, Jobbers and Retailers of Tobacco, Cigars, Cigarettes, Smokers' Goods, etc.—No. 276 East Main St.

One of the promising new mercantile ventures inaugurated within the past few years is that of D. S. McLennan & Co., established in 1886. The firm is composed of Messrs. D. S. McLennan and N. S. Phelps, experienced tobacco men, for many years connected with the great house of W. S. Kimball & Co. Both are energetic, enterprising and public-spirited business men, well-known and popular. The firm have an elegantly appointed, commodious and eligibly situated store, sales and wareroom at No. 276 East Main street, where may be seen one of the largest and finest stocks of fine chewing and smoking tobaccos, cigars, cigarettes, pipes, smokers' articles and fancy goods pertaining to the trade ever shown in Rochester, including complete lines of choice Havana cigars, Turkish tobaccos, and rare foreign novelties in amber and meerschaum of their own importation. Doing a general jobbing as well as retail business, they are prepared to fill orders for city or shipping trade at lowest current prices and on the most favorable terms. The trade and consumers will find this an A 1 house to deal with.

HOWE & ROGERS,

**Wholesale and Retail Dealers in Carpets, Rugs, Oil Cloths, Linoleums, etc.—
Nos. 80 State and 55 and 57 Mill Sts.**

This is the largest and most attractive carpet house in the State outside of the metropolis, and ranks with the largest in the country. The retail department, occupying Nos. 80 State and 55 & 57 Mill streets, comprising about three-fourths of an acre of floor space is a magnificent bazaar of all that is rich and beautiful in carpetings, rugs, floor oil cloths, linoleums, rubber, textile and fibre mattings, etc., including the rarest importations of Axminster gobelins, Wiltons, moquettes, velvet Brussels and ingrains, Turkish, Persian and Smyrna rugs, from the most celebrated looms, of the latest patterns, and in a profusion that proves at once the popularity of the house and the vast extent of its trade. No Western New York residence, making any pretensions to luxury and fashion, is considered complete unless its carpets and kindred furnishings are known to have come from this grand emporium, and the number of elegant houses so fitted up by Messrs. Howe & Rogers is beyond computation.

The wholesale department is full and complete with the various grades of goods, supplied at the lowest jobbing prices.

Messrs. John H. Howe and Clinton Rogers came to Rochester from Massachusetts in 1856, and one year later embarked in the carpet trade on a small scale. Industrious, upright and prompt, they have built up their present superb business, employing forty people and controlling a large patronage all over Western and Central New York. As might be supposed, both are energetic co-operators with the Chamber of Commerce.

MICHELSEN & HOPPE,

Manufacturers of Marble and Wood Top Centre Tables and Fine Cabinet Furniture—No. 236 North Water St.

Three years of enterprising labor have sufficed to place the firm of Michelsen & Hoppe in a leading position in the furniture industry and to secure them a first-class reputation with the trade. The house is conveniently located at No. 236 North Water street, of which building they occupy three floors filled with excellent machinery of great capacity. In addition the factory contains every appointment that can in any way expedite the production of fine furniture. A number of skilled workmen, under the able direction of Mr. Michelsen, who has the exceptional advantage of twenty-two years' experience in the business, devote their energies to the production of marble and wood-top center tables and fine cabinet furniture. The house is noted for the perfect finish and artistic appearance of its output, which reaches a very high figure annually and finds its way to all parts of the United States. As may be inferred, the house is doing a very prosperous business, which has every indication of considerable immediate enlargement. The gentlemen interested in this concern, Mr. Paul Michelsen and Mr. Andrew Hoppe, are known as liberal-minded citizens and highly capable men of business.

CHARLES S. ELLIS,

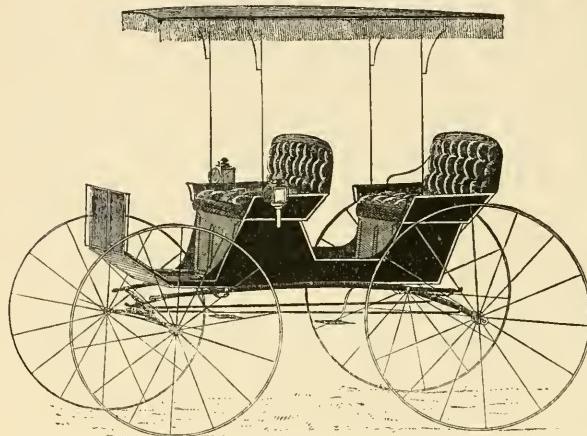
Architect—432 and 434 Powers Block.

There are few professions whose members are required to constantly keep a little advanced of the times by earnest study and cosmopolitan reading more than architects. And, in addition, during the present age of cultured taste and desire for homes of architectural beauty and domestic convenience, there are no people whose brains have to work more earnestly and assiduously than those of architects.

Mr. Ellis is well-known in his business and individual life ; and, as an architect, is known by the originality and stability of the buildings he has designed and erected all over the American continent. In this city he has planned and built several large business blocks and fine private residences. He designed the Rochester Car Wheel Works ; the new building for the Stein Manufacturing Company, on Exchange street, illustrated in this work ; the Archer block, on St. Paul street ; the Ellsworth residence, on East avenue ; the annex to the County Insane Asylum ; the Johnson Harvester Works, at Batavia ; Grace church, at Scottsville, etc.

HUGHSON & SULLIVAN,

Manufacturers of Carriages, Buggies and Cutters—Factory, East Ave., Brighton: Repository, No. 75 West Main St.



to direct attention to one of the completest and most popular carriage-making concerns in the country—certainly the largest and most extensively patronized in Rochester—namely, Hughson & Sullivan, whose elegant repository at No. 75 West Main street, 25x90 feet, is an attractive feature of that leading thoroughfare. A magnificent line of fine light vehicles is constantly on exhibition here, and purchasers can either select from stock on hand or leave orders to be shipped directly from the factory, with the assurance that directions will be faithfully followed in material, workmanship and finish. The factory on East avenue, Brighton (a suburb of the city), is an extensive one, equipped in every department with the latest and best improved tools, machinery and appliances, run by steam, and employs seventy-five carefully selected workmen. The buildings are three in number, the principal one four stories, 50x200 feet, while all are conveniently arranged with a view to the performance of much first-class work with great economy—it being the boast of the firm that they manufacture the best light carriage, buggy, surrey and cutter for the least money.

These works were established by Mr. K. A. Hughson in 1878. January 1 of the present year Mr. T. J. Sullivan was admitted and the present firm name adopted. Both parties are native New Yorkers and well-known residents of Rochester, industrious, energetic, enterprising and excellent business men. Their increased prosperity seems assured. Their output is to be found all over the United States, and it ranks with the best manufactures of other cities.

THOMAS LOWERY,

Machine Forging and Blacksmithing—Nos. 165 and 167 Mill St.

Mr. Thomas Lowery, a native of Rochester, is well-known to the manufacturing community as a first class practical machinist, experienced and reliable. He established himself on his own account at No. 234 Mill street in 1886, removing to Nos. 165 and 167 the present year, and, well equipped for turning out every description of machine forging and blacksmithing in superior style, is building up an excellent trade, principally of a local character. Mr. Lowery's shop, 50x60 feet, is fitted up with special reference to fine work of all kinds in his line with steam forges, steam power, and all requisite appliances. Those having occasion for the services of a thoroughly skilled workman should give him a call. He makes a specialty of machine forging, and does much of the best work required by leading manufacturers of iron goods, metal plates, and others. Every description of fine steel and iron forging is done to order in the best style, quickly and at moderate rates.

If there is anything in the line of luxuries upon which, more than any other, the ambitious American sets his heart when he cuts loose from paternal restrictions to "go it alone," it is a stylish turnout—a team that can trot in 2:40 and a light carriage or roadwagon to match. True, the great majority fall short, but not a few succeed, and where that success is achieved honestly and fairly, the rest of us have no right to cherish bitterness or envy; most of us can walk or ride in a hired vehicle. But we did not intend to write a homily; we simply desire

WHITCOMB HOUSE.

Whitcomb & Downs, Proprietors—Nos. 206 to 216 E. Main St.

The Whitcomb is one of the most celebrated and generously supported hotels in the State, and with good reason, for it has always been conducted with special reference to the wants of that portion of the human family upon whom it must depend for a support, namely, the public who travel rather on business than for pleasure and care more for quiet, solid comfort, good beds and substantial, well-cooked food, than for glitter and show. Not but what the Whitcomb is both handsome and attractive in appearance and appointments, for it is surpassed by few hotels in those respects, but outward show and pretentious display are the least of its merits.

The Whitcomb was opened in 1872, by the late A. G. Whitcomb, and was leased in 1874 to Messrs. Crouch & Crittenden. A year later Mr. Crittenden retired and the firm became Whitcomb & Crouch, and so continued until 1885, when it changed to Whitcomb & Coats, and, on the admission of Mr. James Downs in the fall of the same year, to Whitcomb, Coats & Co. The last change was made in 1886, when Mr. Coats retired and the present style—Whitcomb & Downs—was adopted. The house, fronting on East Main street and including Nos. 206, 208, 210, 212, 214 and 216, is an ornament to that part of the city, four stories in height, 130 feet front by 200 feet deep. On the ground floor are the sample, reading and billiard rooms, office and barber-shop, and in rear the store-rooms, pantry, kitchen, etc. Up one flight from the office, on the second floor, are the main hall, parlors, and great dining-room capable of seating 110 people at once. On this floor are a number of apartments arranged *en suite*, while on the third and fourth floors are the single and double bed-rooms, the house containing in all 125, elegantly and comfortably furnished, carpeted, curtained and decorated, provided with soft, rest-inspiring beds, hot and cold water, electric bells and incandescent lights, heated by steam, cheerful and cosy. The office and dining-room floors are paved with tiles, elevators save all stair-climbing, electricity sheds a flood of light everywhere, and, in addition to the substantial, fire-proof method of construction, fire escapes and all other safeguards are provided in abundance.

Mrs. Whitcomb's connection with the house has continued for sixteen years, and no more popular or thoughtful landlady could be desired. Mr. Downs also has had large and varied experience, and is a favorite with travelers generally, the commercial class especially, who make this house headquarters. The manner in which it is conducted, no less than the reasonable charges—two dollars a day—have combined to make the Whitcomb one of the best patronized houses in Rochester or the entire country.

JOSEPH H. POOL,

Merchant Miller—Brown's Race, Foot of Factory Street.

The fame of Rochester as a flour-manufacturing depot has been established for many years, and it was only the opening of the vast wheat fields of Minnesota that made Minneapolis the flour-producing centre of the United States. But that Minneapolis can or does produce any better grade of flour than this city has never been claimed, for as good flour as is manufactured anywhere in the Union is made in Rochester.

The oldest miller in the city is Mr. Joseph H. Pool, an Englishman by birth, and who has maintained the proverbial thrift and integrity of the native of that nation during all his extended and useful business career. He has been connected with the milling business for the past twenty-five years, and two years since (1885) built the largest mill in the city—the one he at present occupies—on Brown's race, at the foot of Factory street. This is a stone edifice, 50x150 feet, four stories in front and eight stories in rear, and equipped with the latest and most improved roller-process machinery. He employs ten experienced millers, and manufactures golden meal, fine meal, rye flour and standard brands of fine white wheat flour. His sales extend throughout the Eastern States, especially in New York and New Jersey, through the Southern States, and he also does a considerable export trade. In addition to the superior quality of his manufactures, Mr. Pool's well-known business and personal integrity have made him commercially and individually popular, and one of the most honored of Rochester's citizens.

C. S. TOURTELLOT,

General Agent for Central New York of the Provident Savings Life Assurance Society of New York City—Offices, 601 and 602 Ellwanger & Barry Fire-Proof Buildings.

It has been our pleasure to critically examine life insurance companies, their reports, and, above all, their systems of transacting business. None of these have shown the careful study of the subject which appears in that of the Provident Savings Life. In formulating his Renewable Term Plan President Sheppard Homans has introduced the vast fund of knowledge on the subject of insurance, of which he alone is the fortunate possessor, and he has offered to the public the great desideratum of life insurance pure and simple, unattended by investment or banking. His plan is simply the application of common sense business principles to life insurance—a plan so clear, so devoid of intricate, confusing details, so economical, and yet so financially and mathematically sound as to at once arrest the attention and win the favor of all thinking men.

The level premium of the old line company is open to the objection that it requires an outlay far in excess of the amount needed to obtain security and to cover the current cost of insurance. A large portion of the premium goes for what is technically called the "reserve," but in reality is a payment this year to apply on cost of insurance in future years, when the policy holder may or may not be living, or if living, may or may not need the insurance. The aggregate of these over-payments now accumulated in the hands of the life companies doing business in this State is over \$400,000,000, and strange as it may seem, not more than three out of each 100,000 policy holders will receive in insurance the equivalent of the portion he has contributed to that fund of \$400,000,000. Many men are led to believe that this immense so-called "reserve" adds to the safety of the insurance, but such is not the case. The "reserve" is rendered necessary merely to enable the company to charge a level, unchanging premium, and instead of adding soundness to the company, lends the additional risk of banking and investment. In evidence of this fact, first: the company holding the largest amount of "reserve" by its last report shows less than \$106.00 of assets to each \$100.00 of liabilities; while one of the smaller companies exhibits over \$200.00 of assets to each \$100.00 of liabilities. Second: Every failure of a regular life insurance company has been due to the banking or investment portion of the business.

As was well said by the Insurance Commissioner of Massachusetts in his recent annual report:

"A provident person will do wiser to buy his insurance of an insurance company and make his deposits, if he wishes to make investments of that character, with some regular savings institution, whose sole business is the administration of trust funds."

Assessment associations of whatever kind, good, bad and indifferent, while they at first give insurance at a comparatively small expense, can furnish no guaranty, no insurance of any definite amount, no regular policy contract, and the insurance at best is only a makeshift for the present. Their certificates of membership are policy contracts in so far only as they involve the payment of all assessments. The amount of this personal liability to pay assessments can never be fixed by the insured, nor even known by him in advance, and he has no way to escape the liability. Then again, these institutions do not secure their promises by any fixed, paid-up capital or surplus. Thus the indemnity promised is uncertain in amount and doubtful and unreliable as to payment.

The Renewable Term Plan of the Provident Savings, devised by Mr. Homans, has surmounted all of these difficulties. Being one of the regular old-line companies, their policy guarantees a definite insurance, while the liability is entirely fixed on the side of the company.

Under this plan each policy holder pays a premium sufficient merely to provide for the cost of his insurance during the term selected, which term may be one year, six months, or three months. The right is given in the policy contract to renew the insurance for each successive term during the whole remainder of life, without medical re-examination or other formality, by fixed and definite payments. The premiums are equitably adjusted for each actual age attained to cover the cost of insurance during the current term paid for, including a moderate sum to provide for a necessary guaranty fund available in case of epidemics or excessive mortality. Moreover, these stated

premium payments are reduced each year by any saving in the previous year, occasioned by favorable mortality, while at the end of ten years, and at the end of each succeeding five years the surplus contributions to the guaranty fund by each policy remaining in force will be applied to further reduce the subsequent premiums. The expenses included in each renewal premium are limited to four dollars per annum on each \$1,000 insured.

By this means life insurance is furnished at its actual current cost, which cost by careful selection of sound risks, by careful management, and by all the safeguards suggested by the extended experience of its officers, is reduced to the lowest possible price consistent with absolute and unquestioned security. The actual cost is best shown by the appended statement, which we have taken from the books of Mr. Tourtellot's agency:

Policy No. 14,717 for \$10,000, issued April 16th, 1885, on the life of a prominent business man of Rochester, age 45. Premium, 1st year, \$190.40; 2nd year, as reduced by dividends, \$149.20; cost 3rd year, \$153.60; and 4th year, \$158.40. Total for four years' insurance, \$651.60. A policy for the same amount in a level premium company would have required an annual premium of \$379.70, which, after making a liberal allowance for dividends, would have made the cost of the four years' insurance \$1,315.04, a saving in favor of the Provident Savings of \$663.44, or something over 50 per cent. of total premium.

Many prominent citizens of Rochester are insured in the Provident Savings. Among those whose policies average \$10,000 each we note the following gentlemen: Hon. C. R. Parsons, David Hoyt, Charles F. Pond, Thomas Chester, E. H. Satterlee, Esq., R. A. Kenyon, Louis S. Chapin, I. S. Emery, Hon. J. S. Morgan, Gilman H. Perkins, S. H. Lowe, T. H. Husband, H. M. Ellsworth, Harvey D. Gordon, Wesley Mandeville, L. C. Lower, J. Clark Copeland, Prof. George D. Olds and S. F. Hess. The first eight of the gentlemen named have voluntarily joined in a letter to General Agent Tourtellot, in which they say: "Our experience as policy holders confirms our belief that this company, while giving the same security as the other regular old-line companies, furnishes life insurance at its current cost without obliging policy holders to make payments for investment purposes. We consider this a desirable feature in life insurance, and commend it and the company to the favorable consideration of business men."

General Agent C. S. Tourtellot is a native of Ithaca, N. Y., where he resides. His offices, however, are located on the front of the sixth floor of the Ellwanger & Barry block, No. 39 State street, Rochester—an elegantly appointed establishment, central and convenient, whence he directs the many local agencies of Central New York. Polite, accomplished and energetic, he is conferring immense service, not only upon his company but upon the public generally.

JAS. GORSLINE,

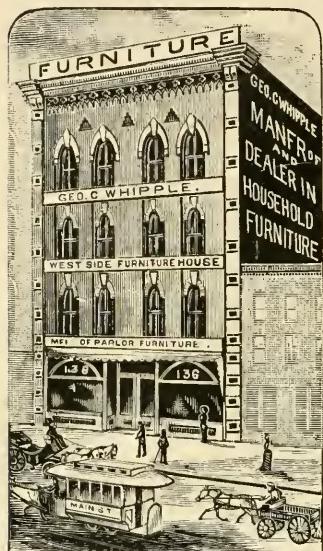
Proprietor Hygienic Mills—Manufacturer of Roller Process Graham and Entire Wheat Flour and Granulated Corn Meal—Nos. 286 and 288 Lake Ave.

Modern improvements in processes enable the miller to produce much better, more palatable and more wholesome grain foods than were possible under the old regime of the *buhr* millstone. This is seen, not only in the beautiful and delicious fine white flour now so common, but in the delicious, easily-digested, health-giving and universally popular Graham and entire wheat flours and granulated corn meal, rapidly growing in favor and coming into general use.

Among the most progressive and successful of those who have given attention to the improvement of cereal products is Mr. Jas. Gorsline, an experienced miller, proprietor of the Hygienic Mills, Nos. 286 and 288 Lake avenue, Rochester. These mills, 50x85 feet, three stories, and built of frame, were established in 1884 by Kelly, Godley & Co., who were succeeded by J. O. Kelly & Co., Mr. Gorsline becoming proprietor in 1886. The equipment, roller process and gradual reduction, is first-class and embraces all modern improvements, and the capacity is 140 barrels per day, the specialties including "Kelly's Dansville" Graham flour, "Entire Wheat" flour and a superior grade of granulated corn-meal, all of which are extremely salable throughout this and the Eastern States, where they are highly esteemed by the best classes of consumers. Mr. Gorsline is a native of Rochester, widely known and much respected.

GEO. C. WHIPPLE,

**Wholesale and Retail Dealer in Furniture and Carpets—Nos. 136 and 138
W. Main St., bet. Sophia and Washington.**



Of the local furniture men, none are more popular than Mr. Geo. C. Whipple, of Nos. 136 and 138 West Main street. Mr. Whipple, who is a native of Ohio, came hither from Otsego Co., Richfield Springs, N. Y., seven years ago, and engaged in business upon a small scale. He has, by the exercise of good taste, energy and industry, built up a prosperous and growing trade, in which he requires the services of fourteen or fifteen men—upholsterers, salesmen, etc. He occupies a large four-story-and-basement brick building, 27 feet front by 105 feet deep, fitted up in good style, and, besides manufacturing fine parlor furniture in considerable quantities, deals extensively in household furniture of all grades, carpets, etc., and conducts a well-equipped upholstery department on his fourth floor, where all work of that kind is performed in the best manner. On the first floor are Mr. Whipple's office and salesroom, where is shown a beautiful line of fine and medium parlor, hall, bed-room, dining-room and kitchen furniture, art furniture and similar goods; the second floor is utilized for the storage of stock and salesroom, and on the third floor is shown a magnificent line of carpets, floor oil-cloths, parlor furniture and furnishings.

Mr. Whipple's patronage is for the most part of a local character and of the best class. Young and enterprising, the outlook for him is exceedingly favorable, and there is little doubt that, if spared, he will within a very few years rank with the leading business men of the Flower City.

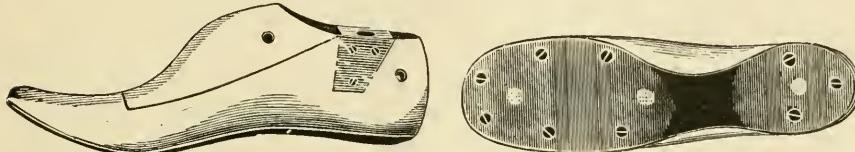
THE GERMANIA FIRE INSURANCE CO.

**Headquarters, Nos. 177 and 179 Broadway, New York: Rochester Branch,
No. 143 Powers Building—Louis C. Duempelmann, Manager.**

The affairs of this large concern are in an exceedingly flourishing condition, as is shown by the statement published at the opening of the year. The assets equal \$2,673,662.64, made up of cash capital, \$1,000,000.00; reserve for re-insurance, \$908,053.29; reserve for losses under adjustment, \$93,467.20, and net surplus, \$672,142.15. The increase in the assets during the year 1887 amounted to the splendid sum of \$172,889.02. The company owns valuable and improving real estate upon Cortlandt street and the Bowery, New York, all its investment and loans having been made with such wisdom and forethought as to yield a large and steadily increasing annual income. The chairs of president, vice-president, and secretary and general agent are filled by the able gentlemen, Rudolph Garrigue, Hugo Schumann and A. J. Woodworth respectively, while the list of directors contains the names of many of the best known and most respected business men of New York. Of the various branches of this concern, none enjoys more capable management or greater prosperity than does the Rochester agency, managed by Mr. Louis C. Duempelmann. This gentleman has had an extended experience of fire insurance, which has familiarized him with every phase of the business. He has held his present responsible position uninterruptedly for a term of twelve years, during which time his fostering care and busy enterprise have built up a highly important and rapidly growing business in this city and the vicinity. By a judicious issue of policies, this company avoids extraordinary risks, and consequently has very few disputed claims. It is, however, its custom to meet all just demands with the utmost promptness, and an attempt at evasion under cover of a senseless quibble or technicality is never made by the Germania. The offices in Rochester are handsome, commodious and favorably situated in the Power's building, of which an illustration is presented in this work.

ROCHESTER LAST, DIE AND PATTERN WORKS.

Henry Loewer, Proprietor—No 250 Mill St.



The Rochester Last, Die and Pattern Works needs no introduction to the local trade, for their devices are in use in nearly if not quite every Rochester shoe factory. But, lest some distant reader of this volume should be ignorant of the merits of the improved shoe manufacturing appliances referred to, we take occasion here to say that for saving time and labor, for neatness and for general excellence they are positively unequalled. We have not space to illustrate or describe any other than the Marsielje & Loewer tree shown on this page, but can assure those interested that the entire series of appliances, lasts, dies, patterns, etc., are of equal merit and desert. The following local shoe manufacturers are referred to in evidence: A. J. Johnson & Co.; Curtis & Wheeler; Weaver, Thomas & Kirk; Byrnes, Dugan & Hudson; Huiskamp Bros. & Co.; Reynolds & Eddy; Cornwall, Keehn & Co.; Phelan & Yorkey; Goodger & Naylor; Dake & Barrett, A. C. Eastwood, John Kelly, J. Wolohan, C. P. Lattime, Wright & Peters, Utz & Dunn, J. H. Lattime, J. Murphy, H. R. Howard & Co., D. Armstrong & Co., Vegiard, Langslow & Curry, S. V. Pryor & Son, Brooks & McEntee, Brooks & Kelly, Rauber & Seibert, Holland & Egan, Williams & Hoyt, P. Cox Shoe Co., S. K. Newcomb.

The works were established in 1882, and occupy two floors of the large four-story stone building No. 250 Mill street, 40x96 feet, and the upper floor of the Michaels building in rear. They are run by steam and hydraulic power and provided with a valuable and ingenious outfit of special machinery, a feature of which is one of Gilman & Townsend's last-turning machines. Twenty men are employed, and the output ranges in value up into the hundred thousands annually. Mr. Loewer, the only man in the United States who has solved the problem of making an upper and last combined, is a native of Detroit. He came here friendless in 1870, and by his own unaided efforts and genius has built up his present prosperous business.

H. F. SEYMOUR & CO.,

Dealers in General Hardware and Fine Cutlery. Belting and Lace Leathers, Mechanics' Tools, etc.—No. 23 East Main St., opposite Arcade.

This firm, composed of Messrs. H. F. Seymour and Wm. Eccleston, both energetic members of the Chamber of Commerce, became proprietors of this old and famous house in February last. It was founded in 1855 by J. W. McKinley, and passed through various hands, Cary & Co. being the immediate predecessors of Seymour & Co. Mr. Seymour, a New Yorker by birth, has had large business experience, and was for a period of sixteen years with the firm of Hamilton & Matthews. Mr. Eccleston, also an accomplished business man, resides in New York city, where he has other important interests, Mr. Seymour assuming active management of the Rochester house.

The premises, embracing the ground floor and basement at No. 23 East Main street, are 25 feet front with a depth of 100 feet, affording ample space for handling a very large stock, comprising full lines of builders' and general hardware, fine table and pocket cutlery, mechanics' tools of every description, house furnishing goods, and a choice assortment of oak belting and lace leather for every variety of machinery. This concern enjoys some special advantages in the matter of buying and otherwise, and is prepared to divide the same with their trade. Strictly square dealing, promptitude and accuracy are the rules by which the firm will be governed.

C. A. DEAVENPORT,

General Commission Merchant—Jobber in Foreign and Domestic Fruits, Nuts, Canned Goods, etc.—Original Wholesale Butter, Cheese and Egg House—No. 283 East Main St.



Mr. Deavenport's business connections extend to almost every town and village in Western New York, and he enjoys unbounded popularity wherever known. His establishment, familiarly designated the "original" wholesale butter, cheese and egg house of Rochester, handles vast quantities of those commodities, besides which he is a general jobber in foreign and domestic fruits of every description, nuts and canned goods, and makes a specialty of choice bananas, immense quantities of which he handles annually. In all his transactions average about \$130,000 a year.

Mr. D. has been identified with Rochester business interests for the past sixteen years, began on his own account in a modest way, and owes his success and present prominence to industry and square dealing.

CAUFFMAN, DINKELSPIEL & CO.,

Wholesale Clothiers—Nos. 61 and 63 North St. Paul St.

In the front rank of the Rochester clothing trade stands the old-established and influential house of Cauffman, Dinkelpiel & Co., founded in 1865 by G. & J. Wile, Cauffman & Co., changed to Cauffman, Straus & Co. in 1868, and to the present style in 1876, the firm being composed of Messrs. Joseph Cauffman, Myer and Abram Dinkelpiel. The firm occupy the entire five-story building Nos. 61 and 63 North St. Paul street, 40x110 feet, and two additional floors adjoining, employing from 1,200 to 1,500 people, and places on the markets of the Eastern, Middle and Western States many hundred thousand dollars worth of choice fine and medium goods annually, embracing the latest and most popular styles of men's, youths' and boys' clothing, faultless in cut, make, trimming, finish and fit.

The members of the firm are enterprising and popular business men and members of the Chamber of Commerce.

The commission merchant, so long regarded with distrust as a mere speculator in the labor of the producer and the needs of the consumer, has of late years been awarded his proper place in the economy of trade—that of purveyor-general to urban tables and salesman-at-large to the farmer, dairyman and importer, functions which he has always performed honestly and faithfully, and in which, now that prejudice has been dissipated, his indispensable usefulness is universally conceded.

A conspicuous example of the prompt, accommodating and upright commission merchant is Mr. C. A. Deavenport, who in 1878 established himself at Nos. 10 East avenue and 166 East Main street. Here he flourished, steadily making a reputation and building up a patronage, until 1884, when, opportunity offering to secure a more favorable location and increased facilities, he removed to his present place of business, No. 283 East Main street, where he has commodious quarters, comprising ground floor and basement 20x90 feet and spacious storehouse in rear.

JAMES LENNOX,

Electrotyper—No. 49 East Main St.

There are few more useful vocations in life than that of the electrotyper, who of late years has superseded the stereotyper, to the delight and profit of the printing trade, the engraver and the reading public. The skillful and conscientious electrotyper is indeed a benefactor of his fellow man, and deserves gratitude for his services in rendering clear and sharp the dull faces of the types too often used in printing, thus relieving the weary eye of the habitual reader, and bringing out the dim lines of the wood engraving. One of the best and oldest electrotypers in this country is Mr. James Lennox, who established himself in business in Rochester more than thirty years ago, coming from Scotland. Up to 1884 he was located at Exchange place, when he removed to No. 49 East Main street, where he occupies the top floor of the Commercial National Bank building. Here he is equipped with a complete outfit of modern improved machinery, electric apparatus and appliances for the prompt execution of orders in the best style of the art, making specialties of book-work and fine wood cuts, but doing every description of electrotyping for which there is any call. Mr. Lennox employs six careful and highly trained workmen, and his facilities are fully equal to the demand upon them. Estimates are cheerfully forwarded to out-of-town patrons, and satisfaction guaranteed in all cases where commissions are awarded.

FREDERICK SUTER,

Architectural Wood Carver—Carver of Molds and Patterns—No. 42 South St. Paul St., Room 11.

The art of wood-carving has long since passed the experimental stage, and, utilized to nobler ends, has been made auxiliary and supplemental to the highest of all the material arts in its bearing upon modern civilization—architecture. It is not, therefore, surprising that in a progressive city like Rochester we find several accomplished and prosperous carvers whose handiwork embellishes to a greater or less extent all new buildings making any pretensions to elegance of appearance and tasteful adornment.

One of the most successful of this class of art workers here is Mr. Frederick Suter, a native of Switzerland, whose place of business is in room 11, Johnson block, No. 42 South St. Paul street. Mr. S. established himself here in 1883, and his services are in constant request by the local architects, most of whom are willing to bear witness to his talent, originality and skill. Mr. S. employs five workmen, doing all of the designing himself, and is a busy and useful man and much respected citizen.

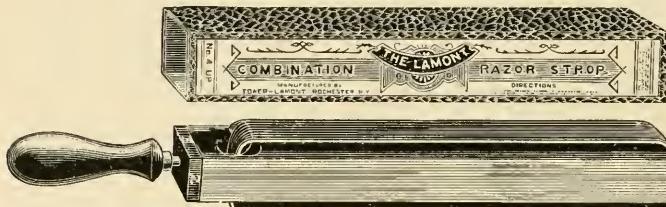
JOHN C. KING,

Wholesale and Retail Dealer in Carpets and Furniture—No. 111 East Main St.

Forty-three years ago Mr. James O'Donoghue established himself in Rochester as a cabinet-maker and upholsterer, gradually building up a large business, which by degrees developed into a wholesale trade in furniture, carpets and upholstery goods. Among his assistants was a bright young man named John C. King, who entered his service as a clerk, mastered every detail of the business, and finally bought out and took charge of the concern in 1877, after eighteen years of close application, during which period he satisfactorily filled every position from office-boy to manager. Since that time he has perfected new and improved methods and greatly extended his trade connections, now numbering among his patrons most of the smaller dealers and most prominent householders of the city and vicinity. His premises are quite commodious—the five-story building No. 111 East Main street, 20x150 feet, with three story L, 22x30 feet, fronting at No. 9 South Water street—and are stocked from basement to garret with complete lines of stylish and medium grades of furniture, imported and American carpets, rugs, oil cloths, etc., and mattresses and upholstery goods, of which latter Mr. King is a manufacturer on a large scale. He employs fifteen men and does a prosperous and growing business.

TOWER & LAMONT,

L. C. Tower and John Lamont: Manufacturers of the Lamont Patent Razor Strop—No. 72 Exchange St.

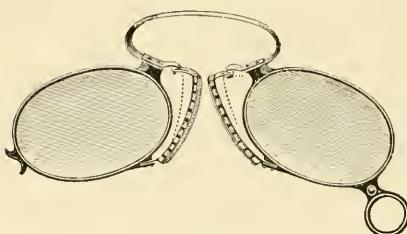


order a razor that would otherwise be a weapon of "barbarous" torture. And without question the best razor strop that is in the market is that manufactured by Messrs. Tower & Lamont, the celebrated Lamont patent razor strop, which has a square surface, each side of the square being specially prepared for putting in perfect order a razor of various degrees of dullness. This strop has also these specific advantages: It has the best leather; the best and thickest hone; the best arrangement for stretching; the best support for the rod and handle; it is the original combination strop; that all other combination strops are imitations, and that all these statements are facts. This firm also manufactures a large variety of other strops, which are very favorably received by the public.

This firm was founded in 1874, and at present occupies one floor of the building No. 72 Exchange street, 30x150 feet, where it has a special line of machinery for the manufacture of its specialties, and there employ a number of competent workmen. Of the Lamont patent razor strop this firm manufactures five gross daily, and the sales extend over all parts of the United States and throughout Australia, Cuba, Ireland and Europe; and although the business at present is extremely good, it is constantly growing better as the merits of this unequalled strop increase its sales.

E. E. BAUSCH & SON.

E. E. Bausch and George R. Bausch—Scientific Opticians—No. 6 East Main St., Elwood Block.



long experience, it is certain that nowhere in the country can anyone be better suited in every respect with the optical requirements his or her eyes need. The business of the firm of E. E. Bausch & Son is one of the oldest and best known in the country, and has a large clientage which is derived principally from Western New York.

In 1886 Mr. George R. Bausch was admitted to the firm, he also being thoroughly trained, both scientifically and practically, in the optical business, and he has been a worthy coadjutor to his father.

The specialties of the firm are fitting spectacles and eye-glasses to every kind of defective vision, and all who value the precious boon of good eyesight should have their eyes examined by this capable firm.

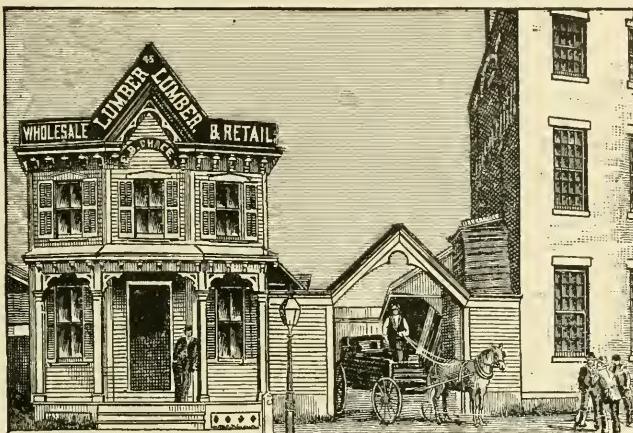
Mr. E. E. Bausch is a native of Germany, who came to Rochester in 1854, and during his residence has proved himself a valuable member of the business and civil community of the Flower City.

There is no adult male member of the human family but appreciates the luxury of an easy shave, and a pre-requisite to this enjoyment is a good strop whereon to put in

This business was established by the celebrated firm of Bausch & Lomb, which is now the Bausch & Lomb Optical Company, mentioned elsewhere in this work, in 1856. In 1866 Mr. Bausch established a store in the Arcade, removing to his present location in 1885, where he occupies the ground floor of No. 6 East Main street, and where he keeps a full line of the finest optical goods, etc., in Western New York, and, from his comprehensive skill, scientific knowledge and

E. B. CHACE,

Wholesale and Retail Dealer in Rough and Dressed Pine and Hemlock Lumber, Shingles, Lath, etc.—No. 45 Warehouse St. and 505 State St.



principal office is at No. 45 Warehouse street, adjoining his wholesale yards, 250x300 feet in extent, with a smaller annex, besides which he owns large plots of land in various parts of the city which are utilized for the storage of materials. At one of these, No. 505 State street, is maintained a branch office, and here is transacted his retail business, as well as at 45 Warehouse street. In all, his sales for the past year aggregated some 10,000,000 feet, and the outlook for the present season is excellent for a considerable increase. His Warehouse street plant fronts the Erie canal, and is provided with docks and all requisite facilities for the receipt of lumber in bulk from Tonawanda. His leading specialty is rough and dressed Saginaw pine lumber of all grades and in all dimensions, but he also handles immense quantities of hemlock lumber, lath, pickets and shingles.

The fine planing mill of F. B. Hazard & Co. adjoins Mr. Chace's wholesale yard, and he is also an active partner in that enterprise, which affords him superior facilities for filling orders to any extent for dressed stuff of every description, including flooring, weather-boarding, ceiling, interior finish, etc. Strict attention is given to the wants of customers, whether buying at wholesale or retail, and prompt delivery, reasonable prices and liberal terms are guaranteed. By reference to the Chamber of Commerce history it will be seen that Mr. Chace is a prominent member thereof.

McALLISTER & KOETH,

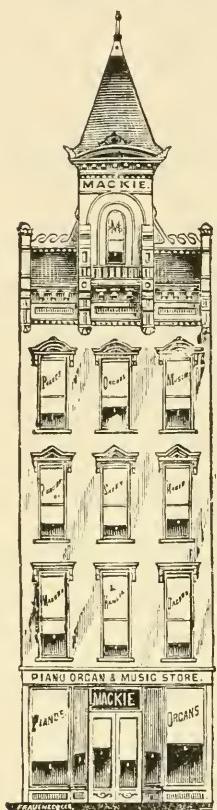
Wholesale Liquors—Imported Wines, Gins, Rums, Brandies, etc.—No. 21 West Ave. near First Swing Bridge.

Though established but a couple of years, the firm of McAllister & Koeth, Rochester born and bred, has already built up a first-class trade with retail dealers and private consumers who rank as *connoisseurs* in the matter of fine wines and liquors, their transactions for 1887 more than doubling those of 1886, when they entered the business. Occupying the convenient three-story and basement building, 20x100 feet, No. 21 West avenue, their large cellars are fully stocked with the finest brands of foreign and domestic wines of all kinds and the choicest selections—champagnes, tokays, burgundies, clarets, Rhine wines—in short, everything of this nature for which there is any demand, together with gins, rums, brandies and cordials of the rarest grades. They are direct importers of these goods, are not at the mercy of agents, and can therefore guarantee the purity, age and grade of their stock. The upper floors are devoted to office purposes and to the storage of domestic goods—celebrated brands of rye and bourbon whiskies, peach and apple brandies, etc.—fine whiskies being the specialty.

We have elsewhere referred at some length to the lumber trade of Rochester, and from the figures given it will be seen that this is a leading inland market for the various commodities coming under that head. Among the most prominent representatives of the trade is Mr. E. B. Chace, who, having become connected with this interest in 1872, is doing an immense business, requiring the services of some forty men.

H. S. MACKIE & CO.,

Wholesale and Retail Dealers in Pianos, Organs, Brass, Wind and String Instruments, Music and Musical Merchandise—Importers—Publishers of Sheet Music—No. 100 State St.



This is the oldest music house in Rochester or Western New York, founded in 1840 as the "City Music Store." In 1858 Mr. W. S. Mackie became sole proprietor, taking into partnership in 1864 his son, H. S. Mackie, who from the time of his father's death in 1865 until 1872 conducted it alone. In the year last named the present firm of H. S. Mackie & Co. was formed, and has proven one of the most successful and progressive ever connected with the music trade. The handsome five-story building in which they carry on business is the property of the firm, erected and occupied in 1884. It is 20 feet front by 110 feet deep, with basement under all, occupies a most desirable position with reference to trade and surroundings, is from the designs of one of the noted architects with whom Rochester abounds, is a triumph of building skill, and surmounted by a Gothic tower fitted up in the most attractive style as a studio and practice room. All the departments of the building are handsomely furnished and finished throughout in keeping with the fine quality of goods displayed. The first floor is devoted to the jobbing department. It is well-filled with bound music books, "H. S. M." concert and Richter mouth organs, accordions imported direct from Berlin, Magdeburg and Hanover, together with a full line of domestic and imported violins, guitars and banjos.

The second or store floor presents a dazzling array of musical instruments of every conceivable design and in such numbers and variety of styles as almost to defy enumeration. Among them are the finest accordions, violins, guitars and banjos, with their trimmings, brass and silver cornets and band instruments, flutes, fifes, flageolets, clarionets, music boxes, drums, metronomes, music folios, rolls, binders, etc., etc. Sheet music in large quantities occupies the shelves on one side of the store.

The upper floors are, if possible, even more attractive to lovers of music on account of the new and elegant instruments which are constantly added. The third floor is devoted to upright and grand pianos of the celebrated makes of Kuabe & Co., Hazleton Bros., Vose & Son, Emerson Co., and Mackie's Bell Treble upright and grand pianos and organs in ebony, enameled, burl French walnut and mahogany cases. These pianos are made to resist all changes of climate and temperature. On this floor are also fine instruments in the standard rosewood and ebony cases, besides a large assortment of scarfs, stools, covers, stands and the new adjustable bench.

The square and square grand pianos occupy the fourth floor, and are in elegant cases in styles similar to those already mentioned.

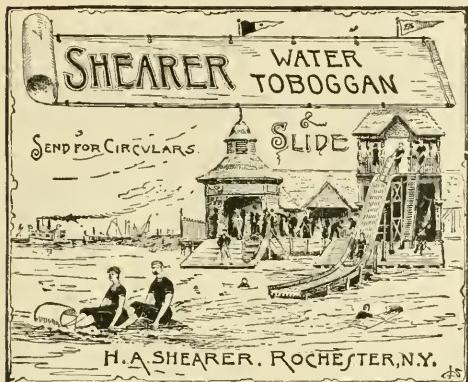
The fifth floor is devoted to the organ and renting departments. The stock includes church, parlor and house organs in walnut and ebony cases, with all improvements, from \$40 to \$500.

Mackie & Co. have secured the agency of the celebrated American-made George Washburn guitars, mandolins and zithers, solid rosewood, of superior finish, warranted not to crack or split like imported goods, perfect in every particular. They are also agents for the new departure, the American snare, drill and bass drums, the finest made; banjos and banjorines, nickel and rosewood.

Mr. Mackie makes annual voyages to Europe in search of novelties for his house, and through the combined efforts of the firm, it is always stocked up to its capacity. Mr. M., when a youth, came from New York in 1855 with his parents. He was bred to the music trade in New York factories and under the eye of his worthy and talented father. Besides his connection with this house he is the owner of considerable real estate; interested in the Brush Electric Company and the Safe Trust Deposit Company, and a prominent promoter of the Chamber of Commerce.

THE SHEARER TOBOGGANS.

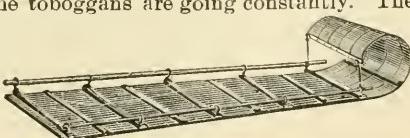
H. A. Shearer Toboggan Company, Manufacturers—Foot of River St.



brindle cow to a blooded racer. Probably the most extensive and best equipped toboggan manufacturing establishment in the United States is that of the H. A. Shearer Toboggan Company, occupying a large building at the foot of River street, Rochester, and employing many skilled workmen and much valuable machinery. The choicest grade of tough second-growth hickory is used exclusively, and the design and construction are the best that ample resources and long experience can produce. The goods turned out are in four styles, viz.: The "Genesee," five, six and seven feet long; the "Swift," five, six and seven and a-half feet long; the "Flash," five, six and seven and a-half feet long, and the "Lightning," six and seven and a half feet long. Toboggan cushions of all desired sizes and styles are supplied at reasonable prices.

The firm also build a superior patent toboggan slide, made in sections of convenient length and connected by means of hooks—just the thing to take down and store away during the summer and readily put up when required on the return of winter.

The Shearer Company's latest achievement, however, is one that has created a *furore* among the frequenters of lake and seaside bathing beaches. It is nothing less than a toboggan slide provided with rollers, over which the vehicle glides almost as well as on snow, the slide terminating at the water's edge and the impetus carrying toboggan and rider a considerable distance from shore, on the surface and without danger. This invention fills a long-felt want, and is immensely popular wherever introduced, supplying an attraction such as none can resist. The first one was erected at Ontario beach, and the *Union and Advertiser* thus speaks of it: "At the Cottage bathing houses is a genuine toboggan slide, just completed. The sleds, as they descend, on striking the water, are buried out over the surface 60 or 70 feet. The bobbing up and down of the sled, the springing, kicking and unexpected movements of the rider, are a source of endless amusement to bathers and spectators. When two or three persons ride on the same craft the fun is increased. Mr. H. A. Shearer designed this novelty. A. J. Wegman and the inventor formed a company and built the slide, and its success has been instantaneous. It is one of the most popular things at Ontario Beach, and will, without doubt, soon be as popular at other watering places." The Elmira *Telegram*'s young man gave the new idea a trial, and thus testifies to the pleasure it yielded: "At length we got aboard and the toboggan started. A moment later we struck the water and sailed along the surface a considerable distance, making a successful voyage. The experience was refreshing and enjoyable, each trip whetting the appetite for more of the same sort. The fun was exhilarating to a degree seldom attained in the dog days. Nobody who observes or participates in the sport wonders that it draws a crowd and that the toboggans are going constantly. The new idea is a valuable addition to the attractions of summer resorts, is bound to be a drawing card, and is the latest, dizziest contrivance for the benefit of people anxious to head off the mercury in its effort to climb clear out of the top of the thermometer."



Of the numerous adjuncts to healthful outdoor sports that have been perfected and adopted within the past few years, it is doubtful if any are more deservedly popular than the toboggan, improved as it has been since its introduction into the United States. Nothing in the way of civilized sport can be conceived that is more exhilarating, that sets the blood coursing so warmly, or that brings to the cheek so rosy a tint, or to the eye so merry a sparkle, as are imparted by a flying plunge down a steep incline on a properly constructed toboggan. The old time sled, clumsy in form and awkward to handle, bears no more comparison to its new rival than does a

THE UNITED STATES LIFE INSURANCE CO.

Wm. Manning & Son, General Managers for Western New York—Room 407 Powers Block.

Messrs. Wm. Manning & Son have represented the United States Life Insurance Company as general agents for Western New York since 1875—nearly thirteen years—and to their credit be it said they have rendered unbounded satisfaction both to the company and its patrons. The elder Mr. Manning has been connected with the business of life insurance for thirty-five years, and no man in the State, so employed, has a better reputation or wields a wider or more beneficent influence. He is secretary of the Western New York Life Underwriters' Association, beloved by his associates, a good and enterprising citizen and generally respected by the community. He is also a member of the new Rochester Chamber of Commerce, and stands high in business circles. The United States Life Insurance Company is fortunate in having so capable and influential a firm as its representative in this rich, populous and heaven-favored section.

As for the company itself we need say but little. Founded in 1850, its growth in power and volume of transactions has been slow and sure. Its entire business for 1850 was \$117,981; the new insurance written in 1887 was \$5,497,820, and the total amount in force December 31 last was \$23,157,468. Death claims paid for the year, endowments, surrenders, etc., included, \$524,729.91. Actual surplus on hand, \$968,745.81. All policies are indisputable after the expiration of three years from date of issue, and death claims are paid promptly without discount on satisfactory proof. Below is the company's balance sheet for 1887:

DR.	CR.
To reserve at 4 per cent. Actuaries' Table (N. Y. State Standard), including dividends.....	\$5,064,706 00
" Claims in course of settlement.....	8,535 00
" Premiums paid in advance.....	2,108 44
" Liability for lapsed policies presentable for surrender.....	1,645 00
" Accrued rent and unpresented accounts.....	3,831 09
" Surplus as regards policy holders	653,670 81
Total.....	\$5,734,496 34
By Bonds and Mortgages.....	\$2,749,949 53
" United States and other Bonds.....	2,269,376 86
" Real Estate.....	102,200 00
" Cash in Banks.....	78,589 26
" Cash in Office.....	613 45
" Loans on Policies.....	142,075 23
" Loans secured by Collaterals.....	149,759 52
" Balances due by Agents, secured.....	23,323 32
" Interest accrued.....	63,576 00
" Deferred Premiums, less 10 per cent. for collection.....	78,314 45
" Premiums in course of collection, less 10 per cent.....	72,718 47
Total.....	\$5,734,496 34

The subjoined are a few of the multitude of reasons why thoughtful men insure in the United States Life: (1) Because all men speak well of the company and its management, and none have reason to complain against it; (2) Because its policies are non-forfeitable after the premiums for three full years have been paid thereon; (3) Because it is evident, from an examination of competent testimony, that it affords absolute and undoubted security to its patrons; (4) Because it allows ten days of actual grace in payment of premiums; (5) Because it issues an absolutely incontestable policy, and therefore offers to its patrons positive indemnity and *not* a "possible lawsuit;" (6) Because every death claim is paid without unnecessary delay, but with the most commendable promptness; (7) Because it offers the most liberal and equitable contract consistent with recognized business principles.

FRANK D. HOTCHKISS,

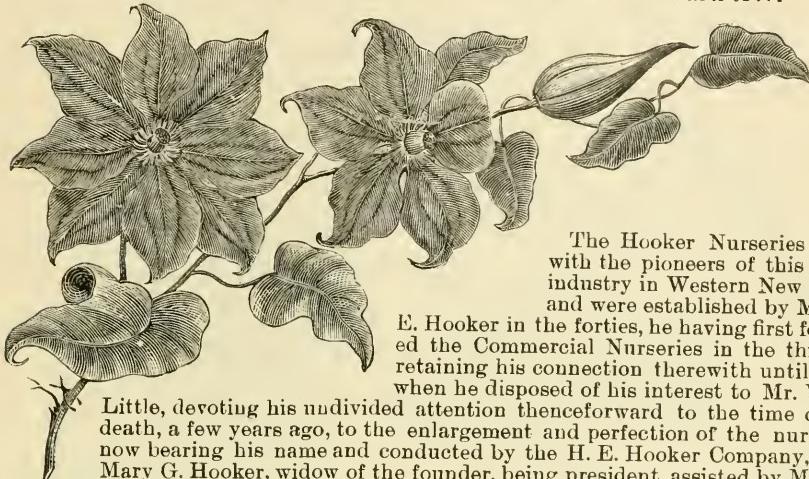
General Insurance Agent—No. 105 Wilder Building.

Mr. Hotchkiss, who occupies an elegant office in the Wilder building, is almost universally known to the business and property-owning public of Rochester, and popular with all classes. Experienced, capable, energetic and courteous, he is looked upon as an authority in insurance matters, commanding the respect and confidence not only of the general public but of his business compeers as well.

The corporations Mr. Hotchkiss represents are noted for great wealth, direct methods and liberality, and comprise such world-renowned institutions as the Scottish Union and National, of Edinburgh, with a record of sixty-four years and American assets to the amount of \$1,421,749; the Lion, of London, founded in 1879, assets in this country, \$801,812; the California of San Francisco, organized 1861, capital \$600,000, total assets \$1,171,915; and several other good companies.

THE H. E. HOOKER COMPANY.

Mary G. Hooker, President; Robert Ades, Treasurer; E. B. L. Taylor, Secretary—Proprietors of the Hooker Nurseries—No. 100 Park Ave.



The Hooker Nurseries rank with the pioneers of this great industry in Western New York, and were established by Mr. H. E. Hooker in the forties, he having first founded the Commercial Nurseries in the thirties, retaining his connection therewith until 1858, when he disposed of his interest to Mr. W. L.

Little, devoting his undivided attention thenceforward to the time of his death, a few years ago, to the enlargement and perfection of the nurseries now bearing his name and conducted by the H. E. Hooker Company, Mrs. Mary G. Hooker, widow of the founder, being president, assisted by Messrs.

Robert Ades and E. B. L. Taylor, respectively treasurer and secretary. The fruit farm, nurseries and packing grounds embrace 150 acres of fertile and valuable land, mostly in the northern suburbs of the city and along the line of the Central-Hudson railway, with office at No. 100 Park avenue, the company employing 100 men on the premises, and some fifty salesmen whose business it is to introduce the superior stock grown here throughout the country, East, West and South. Great quantities of choice fruits of special varieties, grapes, cherries, berries, etc., are also grown for market, this feature augmenting in importance year by year. The cash investment is stated at \$35,000, which includes the value of land, eight extensive hot-houses, packing sheds, ware-house, stables, and other appurtenances.

The leading specialty, forming the original stand-by of the company, is the propagation of the best varieties of fruit and ornamental trees and shrubbery of every description, choice grape-vines, and roses of every hue and kind, among the latter many rare new accessions, hybrid and plain. The best only is supplied to buyers, and every representation may be implicitly depended on. Nurserymen purchasing in quantities receive special attention and liberal terms.

Treasurer Ades and Secretary Taylor are enterprising and thoroughgoing men, popular in business circles, with the trade and with all interested in the cultivation of trees, fruits and flowers.

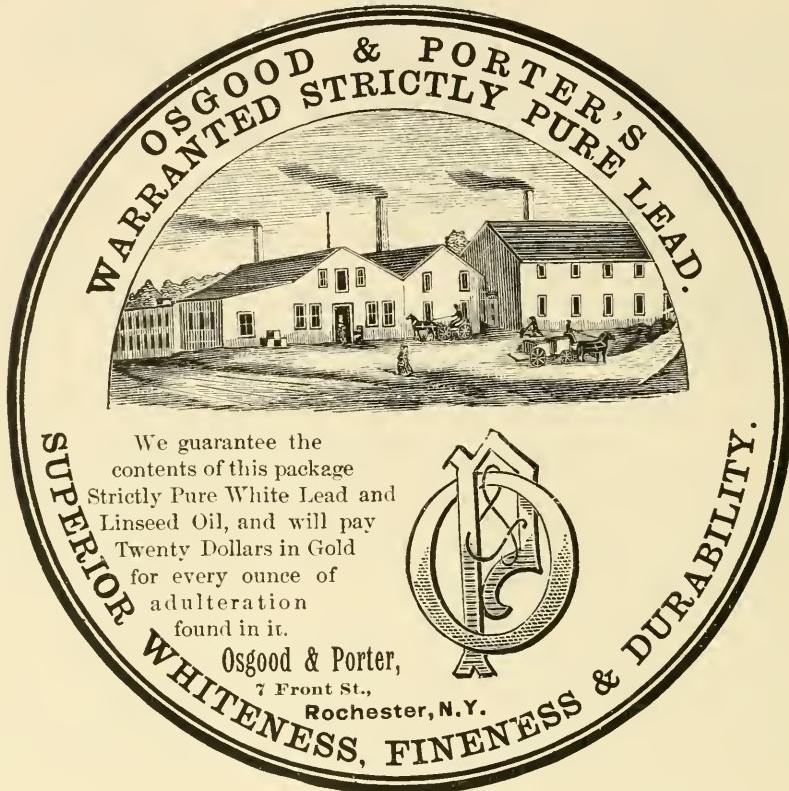
FOLEY & DUNCAN,

Wholesale and Retail Dealers in Lumber and Coal—Plymouth Ave. and B., N. Y. & P. Railroad.

This firm, established in 1884, is one of the most prominent in its own line of trade in the vicinity of Rochester. The yards, at the intersection of Plymouth avenue and the Buffalo, New York & Philadelphia and the New York & Erie railroad tracks, are quite commodious, comprising some three acres of desirable ground, and are at all times stocked to repletion with choice lines of lumber of every description for the use of builders and manufacturers. A well-equipped and commodious saw and planing mill in connection supply all necessary facilities for the manufacture of rough and dressed lumber to order, finished inside work, doors, sash, blinds, shutters, etc. This firm are also extensive dealers in hard and soft coal, which they deliver to consumers in all parts of the city at lowest current rates. They employ about twenty-five men, and their transactions cover annually 4,000,000 feet of lumber of all kinds and 1,200 tons of coal. They are courteous, industrious and enterprising citizens, worthy of public confidence and the success they have achieved.

OSGOOD & PORTER,

Dealers in Paints, Oils and Glass—No. 7 Front St.

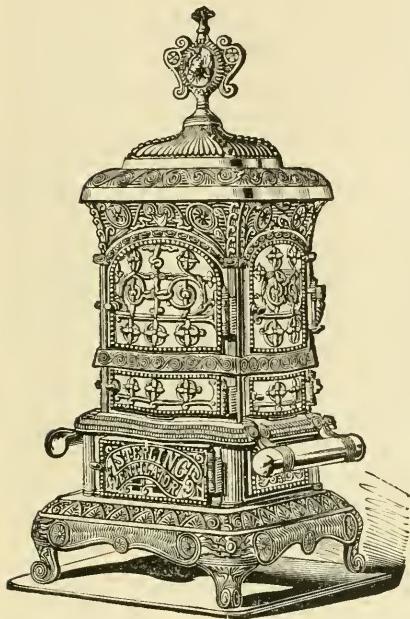


This old leading house was established by W. S. Osgood at No. 21 Exchange street in 1851, removing the following year to No. 15 Front street and thence in 1860 to No. 112 West Main street. The present location was adopted in 1866, when the firm became known as Osgood & Farley. The style was changed in 1872 to Osgood & Clarke, afterwards in 1881 to Osgood & Brigham, and finally in the present year to Osgood & Porter. The senior partner is a native of Vermont. He came to Rochester thirty-four years ago, and has since been engaged in the business under notice. Mr. Porter is a native of Monroe county, who brings to the business the experience of many years. The firm occupies the spacious five-story building at No. 7 Front street and in addition one floor of the adjoining number, which is used as a warehouse. A very large stock of paints, glass, oils and other supplies are kept on hand, of which heavy consignments are made to Western New York, Northern Pennsylvania and Eastern Ohio. The firm makes a specialty of its white lead, which holds a commanding position upon the market. It is of superior whiteness, fineness and durability, and each can carries a guaranteed and an unconditional offer to pay \$20 for every ounce of adulteration found in it.

Mr. Osgood is to be heartily congratulated upon the position of prosperous prominence to which he has guided the concern through its many changes.

THE SILL STOVE WORKS.

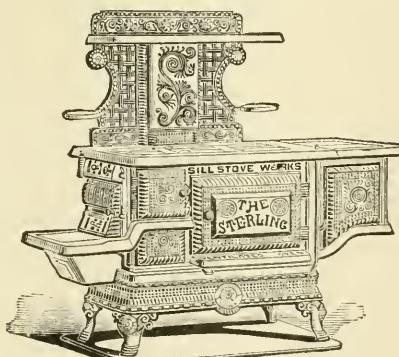
James Brackett, President; Frederick Wile, Vice-President and Treasurer; B. W. Dodson, Secretary and Western Manager—Manufacturers of Stoves and Ranges—Office, Warerooms and Foundry, Nos. 194 to 218 Oak St.



tower head and shoulders over all competitors; their matchless construction, peerless design and faultless workings endear them to all economical and practical users. Their standard brand "Sterling Stoves and Ranges" have a national reputation.

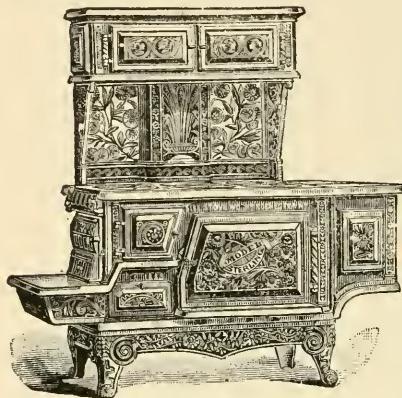
The Sill Stove Works was incorporated in 1879, and now has a capital of \$100,000 and the following officers: James Brackett, president; Frederick Wile, vice-president and treasurer; B. W. Dodson, secretary. Their offices, warerooms and foundry are at Nos. 194 to 218 Oak street. The various buildings cover two acres of ground, the main building being four stories high, 50x150. The moulding shop, foundries, etc., 70x190 and 70x120, are one story each. The buildings and plant are fully equipped with modern machinery and employment given to one hundred and seventy-five skilled workmen. These excellent stoves and ranges find their way into households all over the United States, and the merited praise they receive is the principal reason for the rapid and steady augmentation of the scope and extent of the trade of this company.

The days of the cleft stick and the three-legged skillet are gone by and the handsome, perfect and economical ranges have taken their place. As the various beautiful designs of this class of goods manufactured by the Sill Stove Works are inspected, and their excellent practical utility demonstrated, it would seem that ingenuity and artistic taste could not be more practically utilized, and that the acme of perfection in the manufacture of ranges had been reached. Replete with beauty and all kinds of novel devices for the comfort and assistance of the housewife, they are unsurpassed by any range now on the market. But ranges are not the only manufacture of the Sill Stove Works, for they also make a full line of heating stoves, and in these are the combinations of utility and discriminating good taste especially manifest. In a range there are limits defined by the use to which the article is put that preclude the high art adornment that is permissible and appropriate on a stove that ornaments the parlor or sitting-room, and in this line of goods the Sill Stove Works



SMITH & OBERST,

Dealers in Stoves, Furnaces and Ranges—General Workers in Tin Plate, Sheet Iron, Zinc, Copper, etc.—Plumbing and Gasfitting—No. 172 West Ave.



It is just twenty years since the firm of Smith & Poppy was established here, and for eleven years held its own in the face of all competition. In 1879 Mr. F. B. Oberst succeeded to Mr. Poppy's interest, bringing with him an extensive knowledge of the business, great industry and enterprise, and his accession was at once signalized by a marked improvement in the sales and general transactions—an improvement that has been steadily maintained to this time. The premises occupied—their own property, by the by—comprise two commodious floors, 20x95 feet, at No. 172 West avenue, near Canal street, advantageously situated for the business to which they are devoted. Twelve skilled workmen are employed, and their trade, for the most part of a local character and confined to Rochester and the adjacent

country, grows steadily and at a gratifying rate.

Messrs. Smith & Oberst make specialties of improved cooking and heating stoves, ranges and furnaces, of which they handle large numbers. They are agents for the celebrated Fuller & Warren Co.'s Troy furnaces and for Sill's Rochester stove works, and carry a very superior line of these goods. They are also general workers of tin plate, sheet-iron, zinc, copper, and plate metals of all kinds, and fill orders promptly for every description of house furnishing goods and other work in those materials. Their plumbing and gasfitting department is one of the most complete in the city, and they solicit orders, more especially for the finer grades of work of this kind.

Mr. John C. Smith is of Canadian birth, and a resident of Rochester for nearly forty years. Mr. F. B. Oberst is a native of Rochester. Both are respected citizens, pushing business men, and members of the newly organized Chamber of Commerce.

ROCHESTER KNITTING WORKS.

Max Lowenthal, Proprietor—Manufacturer of Zephyr Knit Shirts, Leggings, Mittens, Scarfs, etc.—Nos. 123 to 127 North St. Paul St.; New York Office, No. 83 Leonard St.

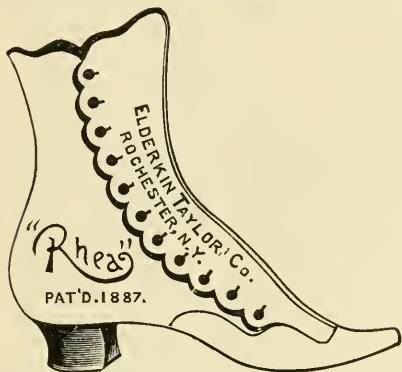
This establishment, noted throughout the land for the high quality of its products, has been managed successfully by Mr. Max Lowenthal since 1872, and is one of the most complete of the kind in the United States, occupying the entire three upper floors, 90x125 feet, of the great building at Nos. 123, 125 and 127 North St. Paul street. The equipment is first-class, comprising a number of special improvements in knitting machines, and a force of one hundred and seventy-five skilled operatives is constantly employed. The output commands a trade that covers territorially the whole continent, ranking with the best domestic goods of their class and equal in all respects to any imported. The goods are distributed directly to the trade without intervention of commission middle-men, thus effecting a saving both to producer and buyer.

The specialties of the house embrace full lines of mittens, leggings, shirts, undershirts and worsted novelties generally for ladies' and children's wear, of good grades and choice patterns. The popularity of Mr. Lowenthal's manufactures is sufficient attestation of their superiority in the matter of material, workmanship, finish and fit.

Mr. Lowenthal has grown up with the zephyr knitting business, and has always aimed at maintaining a high standard for his goods, giving permanent satisfaction to the consumer, and it is largely owing to his personal efforts that this venture has succeeded. His trade is in a prosperous condition and shows healthy development from year to year.

THE ELDERKIN-TAYLOR CO.,

Manufacturers of Ladies' Fine Shoes—Factory and Offices, North Water Street.



this rule have attained their present status in the trade, and have earned an enviable reputation for thoroughness.

The factory and offices of the firm occupy a large and commodious building covering about 10,000 square feet, in a first-class location upon North Water street. The machinery, which is of the highest order, has necessarily a very large capacity, and affords employment to about 100 workmen.

The trade of the firm extends east and west over a large area, and is rapidly increasing. A continuance of the business on its present sound basis must result in highly prosperous future developments.

GEORGE A. SABEY,

Hatter and Gentlemen's Furnisher—No. 172 East Main St.

Thirty-five years is a good while for the same house to continue in the hands of father and son, more especially in the branch of trade to which the one now under consideration is devoted. Mr. James Sabey came to Rochester from London, England, in 1837, with little besides his thoughtful brain and willing hands. In 1853 he opened a modest little furnishing and hat store, worked industriously, increased his facilities from time to time, invested his savings wisely, maintained a high character for integrity, and thus laid deep and strong the foundations of a prosperous business and a well-earned though moderate fortune, to all of which, on the father's death in 1883, his son, Mr. George A. Sabey, succeeded, and has continued to enlarge until at the present time he controls a larger and more select trade in his specialties—fine hats, neckwear, linen and underwear for gentlemen—than any house in Western New York. His store at No. 172 East Main street is one of the most elegant in the city, 18x160 feet, with basement. He owns the building, and his salesroom is lighted by means of plate glass front and rear windows and a glass roof from which two great wells convey a flood of light to the ground floor.

Mr. Sabey's stock is truly vast in extent and variety, and includes everything desirable, fashionable and seasonable in gentlemen's furnishings, for which this house is Rochester headquarters, together with trunks, satchels, traveling bags, toilet cases and a thousand notions in the way of personal adornment and convenience which we have not even room to name.

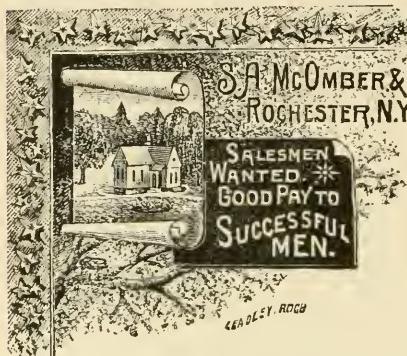
Mr. Sabey, born in Rochester, stands high in business circles. He is a large holder of real estate, treasurer of the Flour City Life Association, a stockholder of the Merchant's Bank, and a member of the Chamber of Commerce and of the new Lyceum Theater Company. His store is the resort of all the well-dressed men of Rochester and vicinity.

The reputation of Rochester for first quality shoes extends throughout the continent of America. Of the many houses engaged in this industry, none stands in a higher representative capacity than the Elderkin-Taylor Co. The firm is chiefly noted as the manufacturers of the "Rhea" shoe, which is the only low vamp shoe in which the seams do not strike the tender part of the feet, the result being perfect ease and fit. The "Rhea" was first put upon the market in the spring of the present year, and quickly came into favor. Its excellence is testified to by the large and rapidly increasing demand for it.

Messrs. Elderkin, Taylor & Co. whose motto is Quality not Quantity, make none but fine goods, and by strict adherence to

S. A. McOMBER & CO.,

Nurserymen—No. 1 East Park: Office. Nursery Exchange Building.



season, and are equally popular with the agents and the public. Their office in the Nursery Exchange building is neatly and conveniently arranged, and parties having business there will always find one of the brothers (S. A. and Beecher C.) on hand and ready to give them polite attention and every detail of information needful. They are prepared to fill orders promptly and in the best manner for every description of fruit and ornamental trees, shrubbery, vines, flowers, etc., and guarantee the utmost care in their selection and satisfaction in all cases. Both are members of the Chamber of Commerce and popular business men.

SHERMAN GREGG,

Photographic Artist—No. 94 State St.

The grand prerequisite to success in photography is long and devoted practical application to the art with a fixed determination to master all of its details. In this, as in other fields of endeavor, there is no reward without labor—labor of the most earnest and untiring kind. The amateur, loaded to the muzzle with theory and technical information and provided with the best appliances, usually fails wretchedly as a practical photographer at the start, and finds himself obliged not only to learn more than he had previously imagined possible, but to unlearn the greater part of the details acquired by hard study of "the authorities." For, as no man can teach another to build a house or preach a sermon by simply describing the manual or mental processes involved, so no one can teach photography by means of written rules. Conditions differ; what may prove the best plan of procedure in one case may be the very worst in another; and only by long and arduous experience can these shades of varying circumstances be detected and overcome.

The real photographer is therefore both an artist and a natural philosopher, gifted with fine intuition and ready resource, and the products of his camera bear the impress of a master hand.

Such an artist is Mr. Sherman Gregg, who for twenty-three years has stood at the head of his profession in this city—for ten years at No. 14 State street, and since 1875 on the third and fourth floors of the Pritchard block, No. 94 State street. Mr. Gregg has devoted all the best years of his life to his art, and as a practical photographer has no superior and few equals. He dabbles but little with collateral branches, giving almost undivided attention to photography in its highest development, and the numerous magnificent pictures that adorn his walls attest the success that has attended his labors. His establishment is a most attractive one, large, airy, perfectly lighted and luxuriously furnished, provided with all desirable conveniences, and equipped with a perfect complement of newly-improved apparatus and accessories. Nothing has been left undone to please the most fastidious, and his fine studio is the resort of the best people of Rochester and Western New York in search of superior pictures in all styles, from the unpretentious little card vignette to the grand panel portrait of the single sitter or group.

The firm of McOmber & Co. represents a good example of the new and energetic blood that of late years has been injected into the somewhat conservative veins of the nursery industry. The members are native New Yorkers, full of energy and spirit, and are in the enjoyment of a very large and profitable share of the orders for the various articles wherein they deal, sent to Rochester from all sections of the United States and Canada. Both members of the firm have had a life-long practical experience in the business wherein they are engaged, and are thoroughly posted in its every detail, theoretical and actual. They employ from 175 to 200 agents during

SALTER BROTHERS,

Florists—Floral Designs, Cut Flowers, House and Bedding Plants—Greenhouses, No. 249 Park Ave.—Salesroom, No. 42 West Main St., Powers Hotel.

It is asserted by those who make a study of the emotions that constant indulgence in any particular sentiment, whether of the softer or the harsher sort, tends to develop that sentiment into a passion of greater or less power. However this may be, it is evident that the love of flowers is susceptible of almost unlimited cultivation, and feeds upon its object. How else can we account for the all-pervading extent to which it exists in the city and vicinity of Rochester, the American metropolis of flowers and flowering shrubs? They grow everywhere abundantly—in gardens, front yards, parlors, chamber windows, offices, and in summer on the door-steps and beside the paths—yet no one ever wearies of them or thinks them too plentiful. Dandy and belle, clergyman and lawyer, merchant and mechanic, rich and poor, old and young, large and small—the very street Arabs—wear them in profusion, and no occasion of mourning, festivity or formality is considered complete unless richly embellished with flowers in boutonnières, bouquets, wreaths, garlands and emblems without number.

Prominent among those whose labors have contributed to this elevating passion (for it is no less) is the celebrated firm of Salter Brothers, natives of Canada, who located in Rochester as long ago as 1865—twenty-three years—and from that time to this have devoted themselves with constantly augmenting success to the cultivation of flowers and the supplying of the local demand for these lovely evidences of nature's bounty. Commencing operations in an unpretentious way, with limited facilities and in the face of unusual difficulties, yet possessed of indomitable pluck, perseverance and industry, these gentlemen have built up a connection and developed a trade of extraordinary proportions. Their greenhouses at No. 249 Park avenue are among the largest and finest to be found anywhere, five in number, 18x100 feet each, and presenting at all seasons an unsurpassed array of floral attractions. These greenhouses were established in 1880, and are celebrated far and near for their extent and perfection of arrangement, as well as for the attractiveness of their product. The city store is a bower of beauty, occupying the large and handsome store No. 42 West Main street, Powers Hotel. Here can at all times be found a great variety of rare flowers, and orders given for floral designs of any kind, original or otherwise, cut flowers, house and bedding plants, etc., are received and promptly executed, and delivered or shipped to any desired point.

M. A. ZIMMERMAN,

Manufacturer of Fine Candies—No. 86 East Main St.

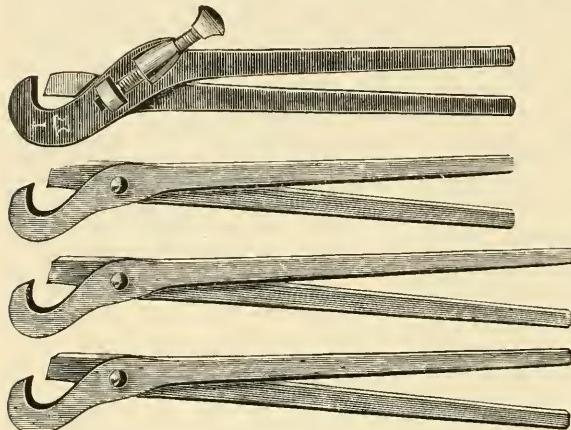
Fine candies may be fairly classed as staple luxuries for which there is always a steady demand. The less said in regard to cheap confectionery the soonest mended, but even the very anchorite in his cell may be pardoned for an occasional yearning for a toothful of pure and dainty sweetness such as is provided for the high-toned confectioner's patrons—a treat at once healthful, delicious and harmless. Prominent among the manufacturers of fine, unadulterated candies stands Mr. M. A. Zimmerman, whose factory and salesroom occupy the neat and convenient three-story brick building, 17x85 feet, at No. 86 East Main street, Rochester, where several skilled operatives are employed and goods to the value of about \$25,000 were produced and sold during 1887, for the most part to retail dealers all over Western New York.

Mr. Zimmerman's specialties embrace full lines of fancy confectionery of the purest and most attractive kinds and styles, besides a general variety of staple candies, etc. He is also an extensive manufacturer of superior ice-cream, fruit and water ices, and fills orders promptly and in the best style for parties and picnics. His soda fountain is a feature of his place of business—one of the largest and most magnificent in the State, outside of the metropolis.

Mr. Zimmerman is of Canadian birth, established himself here on a small scale in March of 1881, and by dint of energy, industry, liberality and upright dealing has built up the flourishing trade he now directs, and which bids fair to develop into vast proportions. He is a member of the Chamber of Commerce.

ROCHESTER PIPE TONGS COMPANY.

Henry F. Smith, Manager—Manufacturers of Adjustable and Common Pipe Tongs and Machine Handles—No. 289 Mill St.



company are behind in their orders, although the capacity of their works is from two hundred to two hundred and fifty pairs of tongs daily.

At the works, at No. 289 Mill street, the company have a fine plant of machinery for the making of these tongs and also for the other specialties they perform, the manufacture of machine handles and for drop forging. Sales of their products are made all over the United States, and, as before stated, the company is behind with its orders, but this defect will soon be remedied, as the plant and works is to be enlarged and amplified in capacity.

Mr. Henry F. Smith was born in this city and has always resided and done business here, and his ample experience is devoted to the enterprise in which he is engaged and which he has made so successful.

JAMES G. CUTLER,

Architect—East Side Savings, Bank Building, Main St.

Mr. Cutler has a tangible recognition of the esteem wherein he is held by members of his profession, in his occupancy of the presidency of the Western New York State Association of Architects; and decisive proof of the value in which his professional knowledge and its application is held by the public is found in the frequent demand made for his services. It is a work of useless effort to publish a long list of the works of the gentleman who built the celebrated W. S. Kimball factory, on Court street; the Gleunny building, on East Main street; and the Elwood block, on the corner of Main and State streets; these edifices, in their architectural beauty, their solidity of construction, yet airiness and lightness of design; their compact and effective utilization of space at command, stand as monuments of Mr. Cutler's skill and its perfect utilization, and need no eulogium at our hands. Among the private residences Mr. Cutler has erected in Rochester may be especially mentioned those of Messrs. William S. Kimball, G. C. Hollister, John Van Voorhis and Ward Clark. These are particularly noticeable for elegance of design and harmony of structure.

Mr. Cutler is a native of Albany, N. Y., and has resided in this city for sixteen years, during which time he has been prominently identified with all movements looking toward the advancement of the city's interests or the conservation and enlargement of her trade and commerce. He is an active member of our new Chamber of Commerce, and he is now chairman of the sub-committee on public improvements, as will be seen by reference to the history of that body elsewhere in this volume.

A necessity has always been appreciated by all who had occasion to handle pipe of different diameters for some adjustable tongs that would do equally well for all sizes, and thus dispense with the cumbersome method of carrying various sizes of tongs and the loss of time made by the exchange of the different sizes. Several patterns of alleged adjustable pipe tongs were introduced, but it remained for the Rochester Pipe Tongs Company to manufacture the simplest, most perfect and most readily adjusted adjustable tongs ever made, and whose excellence is so manifest that the

E. D. WEBSTER,

Real Estate—No. 59 Osburn House Block.

There is always safety in judicious real estate investments. They do not, to be sure, always furnish immediate returns, yielding large profits, but for the men and women of means, who have no other employment for their money than to know it is safely invested where the outcome will be advantageous, there can be no safer depository for wealth than in wisely selected real estate purchases.

Realizing the truth and force of the foregoing general statements, let us look for a moment at facts and indications, patent to the careful observer; which should render such investments especially promising here in the city of Rochester and its immediate vicinity.

There is a vast and noteworthy difference between the Rochester of to-day and the Rochester of ten years ago. During the last few years this city has shown a marvelous advance in every respect that goes to establish strength and perpetuity. Any one at all familiar with Rochester can see at a glance that she has thrown off the garb of a country town on the banks of the Genesee and is attired in full city dress. This phenomenal growth is becoming widely known, and it may be safely said that this city has reached that point where no obstinacy of any number of "old fogies" can hinder or retard it. Rochester to-day revels in trade, commerce, manufacturing and in all those manifold enterprises which go toward the rapid and substantial growth of a city. To her has lately been added many important adjuncts of power, notable among which is the Chamber of Commerce, and with them she is pushing forward at a rate which only the shrewd observer can comprehend. Steps are being taken to increase the water supply of the river, to add natural gas as fuel to our industries. These and many other important matters are in charge of the organized business brain of the city, and they can not fail to broaden her avenues of trade and increase her life and power. Add to these the further fact that Rochester is recognized as one of the finest residence cities in America, and they all point to Rochester as certainly an extra good place in which to make real estate investments.

Mr. E. D. Webster is an old resident and citizen of Rochester and as such has great faith in the city and her future. He has seen many changes during his thirty-four years' residence in Rochester, and he believes that no better opportunity was ever offered to the careful investor to buy and hold real estate than is now offered here; and he offers his sagacity, knowledge and business experience to assist any and all who desire such services.

JOHN E. DUMONT,

Merchandise Broker—Nos. 65 and 66 Trust Building, Exchange St.

The merchandise broker has become a necessity to the transaction of business under modern methods. Carrying superb lines of samples, he is prepared to fill heavy orders much more promptly, at lowest market quotations, and with much less friction and trouble than even the best equipped wholesale dealer. This applies particularly to the grocery trade, in which, his commissions coming from the seller instead of the buyer, he enjoys obvious advantages.

One of the most energetic, progressive and successful merchandise brokers of whom we have any knowledge is Mr. John E. Dumont, who occupies the elegant offices Nos. 65 and 66 Trust building, Exchange street, and makes the handling of sugars, teas and coffees in car-load lots his leading speciality, dealing exclusively with the wholesale trade. He offers as good terms and as prompt delivery as can be obtained in the New York market from the importers themselves, and saves to purchasers all the annoyances attending the ordering and transportation of the goods. Mr. Dumont is the Rochester agent for N. K. Fairbank & Co.'s products, on which he always furnishes the lowest quotations. He confines his operations to the Rochester wholesale trade, with whom he is quite popular, and does a large and increasing business.

Mr. Dumont came to this city from New York and established himself in this business in 1881. He is an energetic, industrious and successful young man, and one of the first to unite with the new Chamber of Commerce. His correspondents, including leading importers, refiners, packers, etc., are located at the principal ports and sources of supply—New York, Boston, Chicago, New Orleans and Yokohama.

JOSEPH LOVECRAFT & SON,**Manufacturers of Barrel Heads—No. 252 Allen St.**

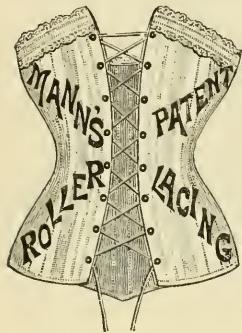
The manufacture of barrel heads forms another distinct branch of the barrel business. Of these establishments there are two in the city of Rochester, though the one that gives exclusive attention to this specialty is by far odds the largest, viz., that of Messrs. Joseph Lovecraft & Son. Mr. Joseph Lovecraft, the founder of this well-known house, came to this country nearly a half century ago, and began business as a manufacturer of coopers' wood tools, in which special branch he became favorably known throughout the United States. He continued the business for nearly a quarter of a century, when he embarked in the manufacture of barrel heads—a business that has since grown into vast proportions, as we shall presently show. But recently Mr. Joseph Lovecraft died and the business has since then and will hereafter be conducted by his son, J. E. Lovecraft, though the trade of the house will be continued under the old name. This gentleman has an experience in the business of nearly twenty years, and will assuredly add further prestige to the name the firm already bears. The property occupied by this firm is situated at No. 252 Allen street, extending along the Erie canal a distance of about 400 feet. Therefore, for facilities in shipping their stock by water, they are unsurpassed, while also the steam cars are in close proximity to their workshops. The grounds are almost entirely covered by buildings and store-houses, in which a year's supply of stock is usually to be found. The wood used in making these heads is basswood, and is received principally from the State and Canada in large quantities. This wood is thoroughly seasoned, thus rendering it a certain preventative of warping. About five thousand cords are used annually in this one specialty, which, according to figures, produces enough headings for nearly a million of barrels. These headings are honestly made, of good material, and are pronounced the best in this country. From letters in the firm's possession, received from leading houses in New York and other cities, we see that their goods command a half cent more than the actual market price, and that some houses fairly beg to be supplied with their stock. This must be highly gratifying to them, as such testimonials are of no small value to a business firm. Mr. J. E. Lovecraft, who gives the business his entire attention, is a young man of a far-seeing mind, and is destined, with the capability possessed by him, to largely augment the business, and to maintain the high character the house has borne for the past quarter of a century.

J. T. SCHAFFER & CO.,**Manufacturers of Hydraulic and Hydrostatic Machinery—No. 233 Mill St.**

This representative Rochester house was established in 1865, by J. C. Schaffer, with premises at No. 3 Hill street, whence the concern was removed to its present admirable location in the Coleman building, No. 233 Mill street, in 1875. Upon the demise of the first named gentleman in 1885 Mr. J. T. Schaffer succeeded to the business, which he conducts with conspicuous ability. The firm owns one of the most complete steam plants of its kind in the State, and has in its employ some of the most skillful men in the trade. The factory, occupying an area of 3,000 square feet, is equipped in the most perfect manner, and the routine of work progresses with a smoothness and regularity to be seen only in the best conducted establishments, and those in which principals and subordinates are accustomed to a thorough performance of their respective duties. The special manufactures of the firm are hydraulic machinery for railroad and machine shops and machinery for labeling packages. Its trade extends over the world, in the most remote quarters of which may be found the products of J. T. Schaffer & Co.'s factories. Their hydraulic and hydrostatic presses are in use on the majority of the railroads in the States. Of their various presses those in the most general use are the No. 4 for forcing on and off car wheels, and the No. 5, a crank pin press. These presses are made of every description and size, and adapted to every purpose. The talent and enterprise of the successive heads of the house have raised it to a position of undisputed supremacy among hydraulic machine manufacturers.

A. S. MANN & CO.

Abram S. Mann, Elbert B. Mann—Manufacturers of the Roller Lacing Corset—No. 21 State Street.

CORSET ON WHEELS.

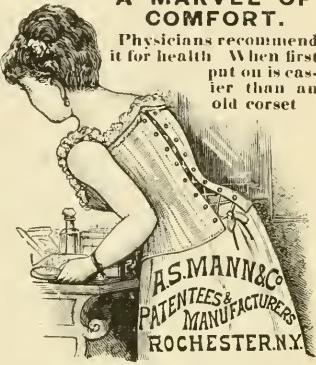
It yields to every movement of the body. The rollers take all strain from the corset and give perfect compensation for every movement. You breathe, sing, sit and stoop easier in the ROLLER LACING CORSET. Pulling the cord rolls the rollers and draws the Corset to any degree of tightness without friction on cord. The lacing cord runs on small metal rollers, between two flies, and laces it in an instant.

Price, \$1.00 and \$1.25.

Sold by Dealers or sent by Mail
by the Manufacturers.

A MARVEL OF COMFORT.

Physicians recommend it for health. When first put on is easier than an old corset

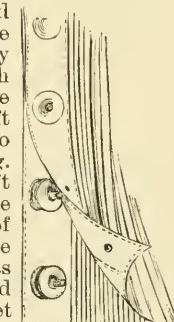


One of the principal difficulties hitherto experienced by ladies in the wearing of corsets has been the almost impossibility of making them conform easily to the varying positions of the body—standing, sitting, stooping, etc.—owing to the sharp angle formed by the cord in passing through the eyelet preventing its yielding and thus allowing the corset to adjust itself to changing postures. The new Mann roller lacing corset—the “corset on wheels”—is especially designed to overcome this obstacle, pivoted rollers being substituted for the ordinary metal eyelets and the cord

B running freely over them, providing for a uniform tension under all circumstances, the corset conforming easily and naturally to the shape and position of the wearer. The accompanying cut shows the roller corset system separately and as applied. Figure 1 is the solid metal shaft on which the roller turns; Fig. 2 the grooved metal roller; Fig. 3 the two inside metal washers which are driven up on the shaft to the shoulder, to keep the roller from the cloth, and also prevent the lacing cord from running off the wheel, and Fig. 4 the outside metal washer upon which the end of the shaft is upset and riveted, clamping the cloth. Cut A shows the rollers in process of insertion in the corset flies. Sixteen of these rollers—eight on a side—are all that are required. The lacing may be done from the bottom or from the middle as desired. A simple pull of the cord turns every roller and rolls the cord along, draws the opposite edges of the corset towards each other and laces it in an instant, as tightly as desired; let go of the cord and it is loosened as quickly. There is no friction to wear out the cord. Every pressure on any part of the corset is taken up by the cord and rollers, and they all turn when the pressure comes, giving a perfect compensation, removes the strain from the corset itself and prevents the constant breaking of steels. If the wearer stoops, that portion of the lacing upon which comes the most strain will yield by the lacing readily moving over the rollers, and upon assuming an upright position a speedy uniform adjustment will follow. And the same principle operates unerringly, be the position what it may. It is the best corset in existence, and the wearer sits, stands, reclines, stoops, walks, sings and breathes more easily in it than in any other. It is also applicable to shoes and gloves—in fact, to anything that requires lacing.

The Mann roller lacing is patented in this country, Canada, England, France and Belgium, the patent covering every point capable of infringement.

Messrs. A. S. Mann & Co., the manufacturers and patentees, have been established in the dry goods business in this city for the past fifty years, and in connection with



their other business have for two years past been engaged in the manufacture of the Roller lacing corset. Their factory in the city is fully equipped with special machinery capable of producing some 6,000 set of rolls and attachments daily. Their trade, heretofore local and Western principally, is rapidly extending in other directions, with a most cheering outlook.

ATWATER & ARMSTRONG,

Wholesale and Retail Dealers in Pine, Hemlock and Hardwood Lumber—Office and Yards, Corner Platt and Allen Sts.

Among the leading lumber firms of Rochester the above name has now become familiar. The business and location has long been established, the present firm purchasing the interest of C. P. Hazard, the former proprietor, in August, 1887.

The yards are large and extensive, located on Platt and Allen streets, and extending back to the canal bank, with three hundred feet dockage, affording excellent facilities for the receiving of lumber by boat and the shipment to other points. The storage capacity is upwards of 2,500,000 feet of all classes of lumber, shingles, lath, etc. For the better convenience of their numerous customers, a planing and matching machine mill is run in connection with the yard, and lumber dressed, finished and moulded to any desired style.

A general line of building and hardwood lumbers, including white and yellow Southern pine, Michigan pine and hemlock, in addition to hardwoods, lath and shingles, are always kept in stock.

The trade is not strictly confined to the city, large shipments being made to the surrounding cities and towns, a specialty being made of sash, door and blind lumber.

The members of the firm, Silas I. Atwater and Wm. B. Armstrong, are originally from Buffalo, N. Y., but during their residence in this city have demonstrated that they are practical, thorough business men, combining all the requisites which go to make the successful man. During the present year their sales will exceed 5,000,000 feet of lumber of all classes, an increase of 100 per cent over other years. In connection with their yard they maintain and operate an extensive box factory, known as the Rochester Box Factory, which is in a prosperous and flourishing condition.

G. W. & F. P. CROUCH,

Manufacturers and Wholesale and Retail Dealers in Lumber, Sash, Doors, Blinds, etc.—Crouch's Island.

This house was founded by G. W. and C. T. Crouch in 1856, and has always occupied a commanding position in the lumber trade of Western New York. Several changes have taken place in its *personnel*, the last in 1887, when Mr. G. W. Crouch admitted his son, F. P., and the present style was adopted. The plant is a very extensive one, requiring for its accommodation eleven acres of land on Crouch's island, to which are added, under lease, a large planing-mill and a saw-mill, run by sixty and forty horse-power engines respectively, and well-equipped, the planing-mill especially having a very complete and valuable outfit of modern sash, door and blind manufacturing and scroll-turning machinery, and producing vast quantities of finished work. The yards are stocked with seemingly inexhaustible supplies of hardwood, hemlock, white and yellow pine lumber of every description, which is delivered or shipped rough or dressed to the trade at home or at any desired point, at lowest ruling quotations. The firm also keep on hand large stocks of laths, shingles, fence-posts, pickets, etc., which are sold on liberal terms. In all they handle an average of 10,000,000 feet annually of all varieties of lumber and building materials.

Both members of the firm were born in Rochester. Mr. G. W. Crouch is of English parentage, sixty-four years of age, a pioneer in the lumber business, an active business man, and a leading member of the Chamber of Commerce.

H. A. OCORR & CO.,

Manufacturers of Doors, Windows, Blinds and Mouldings—Rochester, N. Y.



in the artistic execution of which they are highly successful. The extent of the business done may be judged from the quantity of lumber used, which annually amounts to one million feet. This is worked up by the specially fine machinery contained in the company's large factory which is located on the corner of Central avenue and North Water street, within two blocks of the Union Central depot. It is equipped in a thoroughly complete manner and is a model of its kind. The works give employment to about fifty hands, including many of special skill, whose labors are closely overlooked by the employers. The firm is composed of H. A. Ocorr and C. H. Rugg, whose success has been so marked that they may entertain very promising expectations for the future. These gentlemen are also members of the new Chamber of Commerce.

PREMIUM TOBACCO WORKS.

S. F. Hess & Co., Manufacturers of Tobacco, Cigars and Cigarettes, and Wholesale Dealers in Leaf Tobacco—No. 57 Exchange St.

John Disbrow, in 1838, established this magnificent enterprise. In the fall of 1867 the business was purchased by Mr. S. F. Hess, and in 1876 the enterprise became known as S. F. Hess & Co., the company being S. V. McDowell. At length, in 1886, an incorporated company was accordingly chartered with ample capital, the officers at present being: S. F. Hess, president; S. V. McDowell, vice-president; W. J. McKelvey, secretary; F. Judson Hess, treasurer.

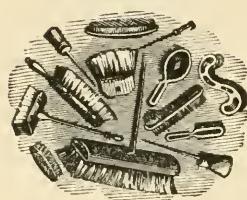
The present company fully sustain the reputation gained by the house instituted fifty years since, the Premium Tobacco Works of S. F. Hess & Co. being the oldest in Western New York, and one of the most extensive. The capacious premises now occupied by the firm are at Nos. 57, 59, 61 and 63 Exchange street, of brick, six stories, each 68x165 feet, some 70,000 square feet of floor space being thus at the service of the house. Their three hundred and eighty employees and a magnificent plant of machinery are kept busy. The daily output comprises: Fine cut chewing tobacco, 2,200 pounds; granulated and long-cut smoking tobacco, 2,200 pounds; plug tobacco, 750 pounds (this being the only house in the State outside of New York city that manufactures plug tobacco); cigarettes, 240,000 daily (capacity for manufacture, 300,000 per diem); cigars, 3,000,000 annually, of fine grades only, the well and favorably known "Seal Skin" being the leading brand.

The variety and grade of goods made by this leading house are too many to mention in a brief article like this; but among tobaccos the celebrated "Premium" is a great favorite with all who chew fine-cut, and this tobacco is that from which the works derived their name and is the principal base for their unexcelled reputation. The "Creole" cigarette is also a noted article made by this house, and is especially beloved by those addicted to cigarette smoking. A ready market is found all over the world for the product.

This important industry, of which the firm under notice is a worthy representative, has a large following in Rochester, and none of the houses engaged in the manufacture of sash and blinds have a higher reputation or a more prominent status than that of Ocorr & Co. That the work of this firm is well-known and fully appreciated in and about the city may be inferred from the fact that orders have become so extensive as to occasion the increasing of their factory to three times its original capacity. Besides the regular line of goods this house makes a specialty of mouldings, turning, stair work, etc.,

CHARLES PEIFFER,

Manufacturer of Brushes of All Kinds—No. 168 North Water St.



The market is flooded with trash called brushes, which are useless for any purpose and a waste of time and material on the part of the manufacturer, causing greater waste of money, patience and temper on that of the purchaser. The first requisite in buying a brush of any kind, provided you are not a competent judge of this class of goods, is to learn the maker's name and reputation; if they are unknown, refuse; if otherwise, buy. Those who invest in a brush of Chas. Peiffer's Rochester make, know just what they are buying, and get the worth of their money. Mr. Peiffer has

been engaged in the manufacture of this class of goods here in Rochester—at first on North avenue, latterly at No. 168 North Water street—since 1882, and has acquired both fame and a large business, requiring two floors 25x60 feet and the help of six skilled hands, his trade extending to all parts of Western New York. He manufactures every description of brushes—bristle, fibre, wire, straw, cocoa, Tampico, palmetto, etc.—all of the best grades, and sells very cheaply in quantities. His leading specialties, Russia bristle hair, cloth, hat and tooth brushes and machine brushes, are pronounced equal to the best imported.

JOHN C. BARNARD,

Dealer in Artists' Materials, Paints, Oils, Glass, etc.—No. 25 East Main St.

This prominent house was established by Mr. Henry Barnard, the father of the present proprietor, in 1855, and its existence for over thirty years has only cemented the attachment of old customers, while their hearty endorsement, and the excellent reputation of the house and the articles sold has constantly brought new patrons. In 1870 the present proprietor, Mr. John C. Barnard, succeeded to the business, and the store at present occupied is at No. 25 East Main street, where a full line of paints, glass, oils, etc., is constantly kept in stock, and a specialty made of artists' materials and various articles for decorating, great attention being paid to the constant changes made in such articles, so that the latest design or article will always be found at this store. The trade there done is principally in the city and throughout Western New York, the long and excellent standing of the house having built up a very fine and remunerative trade.

Both Henry Barnard and John C. were born in this city, Mr. Henry Barnard having been the first child born here—in 1816—whose parents were married in Rochester; he died in 1880. John C. Barnard is well and widely known, and is highly esteemed for his personal and commercial equity and fair dealing.

H. G. OLIVER,

Machinist and Model Maker—Bee Hive Building, Aqueduct St.

With the commencement of the present year Mr. H. G. Oliver assumed the sole proprietorship of the business which had been carried on by him in conjunction with Mr. Dustin, under the style of Dustin & Oliver, since 1883. The premises of the firm in the Bee Hive building are spacious and afford exceptional facilities for successful operations. They are provided with splendid automatic cam cutting machines, and various other apparatus of use in the business. A force of twenty-two men is employed, among whom are some of the best and most highly skilled mechanics.

The special manufactures of the firm are Beach's patent paper box staying machine and La Borda's patent sole splitting machine. The former is a new invention of extraordinary merit, wonderful in its economical and automatic achievements. It performs the entire work of seven hands and saves at least two-thirds of the usual cost of staying paper boxes. Mr. Oliver enjoys the monopoly of manufacture of this useful machine, which is destined to affect the paper box trade in an incalculable degree. This house has a large trade in Rochester and the vicinity, which exhibits every sign of great development in the immediate future.

GEORGE J. MICHEL,

**Machinist—Manufacturer of Sidewalk Elevators—Repairer of Power Elevators
—General Jobber—Dealer in Pulleys, Shafting and Hangers—No. 79 North
Water St.**

Of the numerous machinists whose industry and ingenuity contribute to the material prosperity and advancement of the city of Rochester, few, if any, are more popular at home or have a more liberal local patronage than has Mr. George J. Michel, born, bred and trained to his calling in some of the most noted machine-shops here. A practical mechanic of rare skill, he adds to the merit of indefatigable energy and perseverance the virtue of enterprise and public spirit, and probably takes as much satisfaction in the progress of the city of his home as in the flourishing condition and bright prospects of his own business. Mr. Michel first established himself at No. 109 North Water street, in 1882, removing subsequently to Nos. 165 and 167, and in 1887 to his present location, No. 79 North Water street, where he occupies the first floor, 40x90 feet, of the Alling building, employs a good force of skilled workmen, and is amply provided with all necessary machinery, steam and water power, and is doing a large and increasing business.

Mr. Michel's leading specialty is the construction of improved sidewalk elevators for handling goods and materials—a class of machinery now so familiar to the business public as to require no description—in which he has been extremely successful. He also manufactures and keeps on hand a large and varied line of pulleys, shafting, hangers, etc., and gives prompt attention to all orders for repairs to power elevators of every description, jobbing, and similar work.

Mr. Michel began in a small way, but has built up a large and growing business locally, and all over Western New York and adjacent States. He deserves the good fortune that has attended his efforts so far, and it is safe to predict that he will eventually become one of Rochester's leading manufacturers.

THE ROCHESTER HOISIERY CO.,

Manufacturers of Hosiery and Fancy Knit Goods—Corner Mill and Factory Sts.

Among the many large enterprises that have their habitat in this city, and that by their comprehensive business dealings and large transactions have conferred upon Rochester her prestige as a manufacturing and commercial center, there is none more deserving of especial mention than the Rochester Hosiery Company, whose large and commodious establishment is situated on the corner of Mill and Factory streets. In the building occupied by this company they utilize four floors, 40x120 feet, and employ two hundred and fifty operatives and a large quantity of special machinery for their various classes of manufacture.

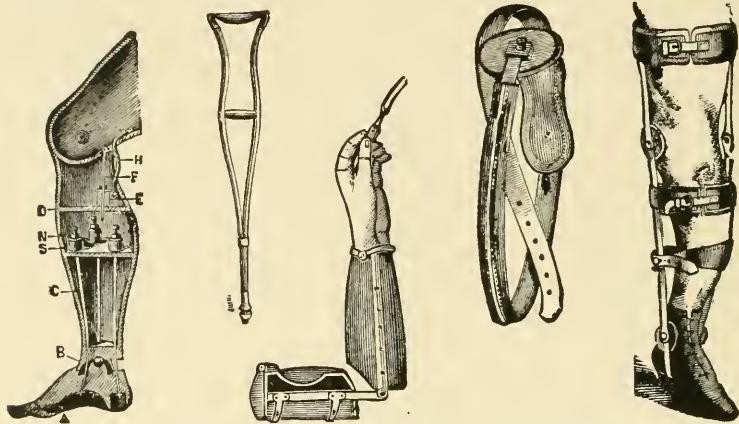
This house manufactures hosiery and fancy knit goods, making a specialty of woolen and merino hosiery, all of which finds a speedy sale throughout New York, Pennsylvania, the Eastern States, Chicago and the Western States and Territories.

The present company was incorporated in 1886 with a capital of \$50,000, and the officers as at present : E. W. Osborn, president; W. H. Almy, vice-president; S. P. Moulthrop, secretary and treasurer, and Frank L. Dow, manager. The company was formerly located at No. 282 State street, but a short time since removed to their present location, where their quarters are larger and better adapted to the purposes of their manufacture, and where they have an entirely new plant of spinning and knitting machinery. Mr. Dow, the manager of the works, has had a large and comprehensive experience in this species of manufacture, as have the other officers of the company, and their capacity is developed to the utmost in sustaining the deservedly high reputation enjoyed by the products of the Rochester Hosiery Company.

All the members of the firm are Rochester men, and their commercial integrity and admirable business principles have not been the least of the factors in building up the excellent trade the house has at present, and which the various qualifications of the firm are constantly augmenting.

GEO. R. FULLER,

Manufacturer of Artificial Legs and Arms, Deformity Appliances, Trusses, Supporters, Elastic Hosiery, Crutches, etc.—No. 147 State St.



Mr. Geo. R. Fuller, one of the most noted of artificial limb manufacturers and successor to the renowned Dr. Bly, has been established here since 1857, and working under new patents and at extremely moderate prices, has secured an immense patronage based on actual merit, constructing improved artificial legs and arms for disabled Union veterans on Government orders and also for ex-Confederate soldiers from several of the Southern States, provided for by their Legislatures. These limbs are constructed under new patents that embrace all valuable improvements, and, his facilities being of the best, he is enabled to furnish them at extremely low prices. He also supplies crutches to the Government under contract.

Mr. Fuller conducts in connection with his artificial limb establishment a completely equipped department for the manufacture and fitting of deformity appliances of all kinds, trusses and special pads for hernia, elastic hosiery, etc. A large illustrated descriptive catalogue is mailed free to applicants.

LOUIS SACHS,

Manufacturer of Paper Boxes of Every Description, Sample Cases, etc.—Room 40, Nos. 195, 197 and 199 State St.

This is the oldest paper box manufacturing house in Western New York, established in 1848, by Mr. Frederick Sachs, father of the present proprietor, who learned the business in all its branches under the careful instruction of his sire, and has steadily pursued it as daily worker and proprietor for thirty years or more, excepting four years spent in the service of his country as a soldier of the Union, in the 140th New York Volunteer Infantry, returning and taking his old place when the rebellion collapsed.

Mr. Sachs' establishment occupies room 40, upstairs over Nos. 195, 197 and 199 State street—one floor 50x127 feet—employs thirty-five skilled operatives, and is fitted up with a full complement of modern improved machinery of the best kinds, run by a powerful and ingenious electric motor, the first ever put to practical use in Rochester. Making a specialty of fancy paper boxes for the use of perfumers, druggists, stationers, confectioners, etc., Mr. S. is at the same time fully prepared to fill orders to any extent for shelf, shoe and other boxes, his facilities enabling him to turn out vast quantities of any desired pattern, size or quality at short notice, as well as to manufacture any description of sample case required, singly or in quantities. Consumers of paper boxes and kindred goods will find an inspection of Mr. Sachs' establishment both interesting and profitable.

ERASTUS DARROW & CO.,

Publishers, Booksellers and Stationers—No. 214 East Main St.

This old and reputable concern was established in 1846 by Erastus Darrow in conjunction with his brother, Wallace Darrow, who is now New York State bank examiner. Henry Kempshall's admission to the house was the occasion of a change in the style, and his decease resulted in the present firm. The publications of Erastus Darrow & Co. are chiefly of a useful character, some of the most noted being Martin's Interest and Average Tables, Elwood's Grain Tables, Baldwin's Pocket Homeopathist, Kenyon's English Grammar, Morey's Practical Arithmetic, Turner's History of the Phelps & Graham Purchase and Directory of Monroe County. These circulate throughout the country, the two former in particular being held in great favor by commercial men. The great care exercised in the compilation of all its publications has gained this house a reputation for reliability resulting in a trade representing \$30,000 yearly, and increasing at a steady rate. The large capital invested in the concern, together with its other resources, allow a vast scope for the enterprising energy of the management. Mr. Darrow is widely known in commercial circles, having been one of the incorporators of the East Side Savings Bank in 1869, and one of the original stockholders in the Genesee Valley Railroad and Osburn House block.

The stationery department is very full and complete, and is a leading feature of the house; commercial and legal printing and wedding and class invitations being a specialty for which the house has become justly celebrated. A full line of school books and stationery is also carried, which is sold at wholesale and retail, and the publications of the leading and standard publishing houses are carried in stock and added to as rapidly as new issues are made.

THE O. L. DAVIS ELEVATOR GATE CO.,

Manufacturers of the Improved Elevator Gate—Factory, 159 N. Water St.; Office, No. 77 North Ave.

Among the various improvements recently added, which at the same time act as protection against life and limb, none are more worthy of special attention than the O. L. Davis improved elevator gate. The principles governing its construction and operation are both simple and effective and certain in operation, and a positive safeguard against accident. The gates are constructed of both wood and iron, and are made of strips, in the form of lattice work. Those of wood are securely fastened by iron rivets, allowing all parts to work easily and systematically. The inner and upper portion is secured to the top of opening of the elevator space, the sides working in a groove on each side connected with the top, and running half downward is a strong steel spring which, after the gate has been raised, forces it back to its original position without jar or noise. It is also so regulated that it can be held stationary at any desired height. Another pattern, recently adopted, is somewhat on the same principle, with the exception that in place of opening upward it works from the side. This also is governed by a special attachment for regulating the size of the opening.

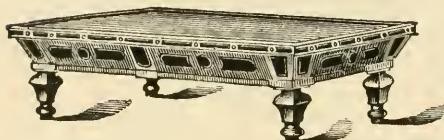
All styles and sizes are manufactured, including wood, iron and steel, and for simplicity, durability, safety and cheapness they are unrivaled. Already large numbers are in use in various factories throughout the city and surrounding country, giving in each instance perfect satisfaction.

In connection with the elevator gates, the company manufacture the New York State Fence Company's improved farm or garden fence, which can be easily taken down or put up without trouble or inconvenience.

The office and works of the company are located in the large four-story building No. 159 North Water street, where every facility is offered for the manufacture. A competent force of workmen is constantly engaged completing the work as ordered, and the trade, already large, is rapidly increasing. The members of the company are well known, enterprising business men of large experience, and the outlook for the future is exceedingly encouraging.

HOLDEN & BROCK.

Union Billiard Parlors and Restaurant—Nos. 6, 8 and 10 Mill St.



of the *elite* of Rochester, and to this careful exclusiveness the firm of Holden & Brock owe much of their popularity. With seventeen magnificent billiard and pool tables and all the choicest accessories, and rooms fitted up in the best style, a game of billiards at this popular resort is a luxury. In connection is a first-class sample room, and a restaurant where every delicacy of the season is served in appetizing style.

The firm of Holden & Brock are also agents for the Benedict Billiard Table Company, and constantly keep on hand a full line of new and second-hand tables and supplies, including the new patent chalkholder, a novel and useful device for avoiding the former nuisance of chalk boxes.

This enterprising house was inaugurated by the present senior partner, Mr. James H. Holden, in 1883, Mr. Oscar J. Brock being admitted to a co-partnership in August, 1885. The premises occupied comprise the three-story brick building at Nos. 6, 8 and 10 Mill street, fitted up expressly for the present uses. Both members of the firm are New Yorkers, enterprising and thorough business men and affable and obliging gentlemen, and their personal popularity and accurate business methods have given their house its enviable prestige and remunerative and steadily increasing business.

THE HILBERT TRUCK CO.,

Merchandise Transfer and Railway Freight Hauling—Office and Stables, Nos. 124 and 126 Andrews St.—Branch Offices, N. Y. C. & H. R. Ry. Freight House, and No. 245 Meigs St.

Merchants, manufacturers and others interested in the handling of heavy goods and railroad freight do not need to be told of the great value to them of a well-organized trucking company, capable of performing promptly and well all work of that kind. It is for this purpose that the popular Hilbert Truck Company was established in 1863, and it has proved a remarkably successful venture. The stables are located at Nos. 124 and 126 Andrews street and 245 Meigs street, and are spacious and well-appointed, the Andrews street stable being 50 feet front by 170 feet deep and three stories in height, built of brick, with storage for fifty wagons, trucks and vans, and comfortable quarters for sixty horses in basement, the Meigs street stables occupying about one acre of ground. Sixty men are regularly employed, and celerity, neatness and carefulness characterize all operations.

The company do every description of light and heavy hauling, making specialties of the transfer of merchandise, machinery, safes, boilers, building materials, etc., to and from the railroad freight depots, the removal of furniture and freight generally, and give particular attention to the handling of safes, their facilities for hoisting and lowering the same being of the completest kind. Their storage warehouse and furniture vans are of the latest approved designs, the latter large, padded to prevent damage to goods, and in charge of trusty men. Their trucks are strong and well-made, mounted on springs, and capable of supporting any load that their powerful teams can move.

The company is composed of experienced and responsible men, and all orders are executed quickly and in the best manner. The members of the firm are George F. Roth, F. W. Embry and Charles W. Weis.

In the present advanced age of athletic amusements there is not one that receives and deserves so much patronage as "the gentleman's game"—billiards. At the Union Billiard Parlor the game deserves this appellation, as it is the favorite resort

ROCHESTER GERMAN BRICK & TILE CO.

V. F. Whitmore, President; William Vicinus, Treasurer; S. W. Hagaman, Secretary—Manufacturers of Brick and Tile—No. 279 South St. Paul St.

The Rochester German Brick and Tile Company was incorporated in 1877 with the above-named officers and a cash capital of \$22,000, and the office of the company is at No. 279 South St. Paul street, with yards and works at Brighton, comprising forty acres of land fitted up with engines and boiler-house, late improved brick and tile machinery, kilns, sheds, barns and houses for the accommodation of the employes, one hundred in number. They also have another yard on Brook avenue—20 acres in extent—where fifty men are employed. Every convenience for the expedition of work is provided, and the quality of the output is best attested by the demand, shipments being made to all points in the surrounding country, and the works pushed to their utmost capacity from the opening to the close of each season. While prepared to manufacture high grade drain tile on a large scale, it has been found most profitable to give special attention to building bricks, of which they turn out vast quantities of the best grades, both common and pressed.

WHITMORE, RAUBER & VICINUS,

Dealers in All Kinds of Cut Stone, Medina and North River Blue Stone, Flagging and Platforms, Cross-Walk, Curb, Paving and Building Stone, Buffalo Cement, Fire Brick, Fire Clay, Sewer Pipe, etc.—No. 279 S. St. Paul St.

Among the more prominent and active of those who are engaged preparing for use the building stone indigenous to this neighborhood is the firm of Whitmore, Rauber & Vicinus, whose neat office and large yards are at No. 279 S. St. Paul street, where, during the season, they employ a small army of men in cutting stone for the use of builders, and preparing it for sidewalks, platforms, cross-walks, curbs, and other purposes for which it is available, making specialties of the beautiful and durable Medina and North river blue stone. Among the more notable examples of their work may be mentioned the cut stone for Powers Hotel, the Safety Deposit and Trust Co.'s building, the Rochester German Insurance Company's building and other prominent edifices in Rochester and vicinity. Much of the best street, sidewalk and sewer work done for the city of late years was also executed by this firm, who, in addition to the handling of stone, do a large and prosperous business in cement, fire brick, fire clay, sewer pipe and kindred materials.

The firm is composed of Messrs. V. F. Whitmore, John Rauber, William Vicinus and S. Wallace Hagaman, widely known and popular citizens. Mr. Whitmore is interested in numerous other business enterprises—is president of the Rochester German Brick and Tile Company, a director of the Merchant's Bank, and a manager of the State Industrial School.

F. K. ADAMS & CO.

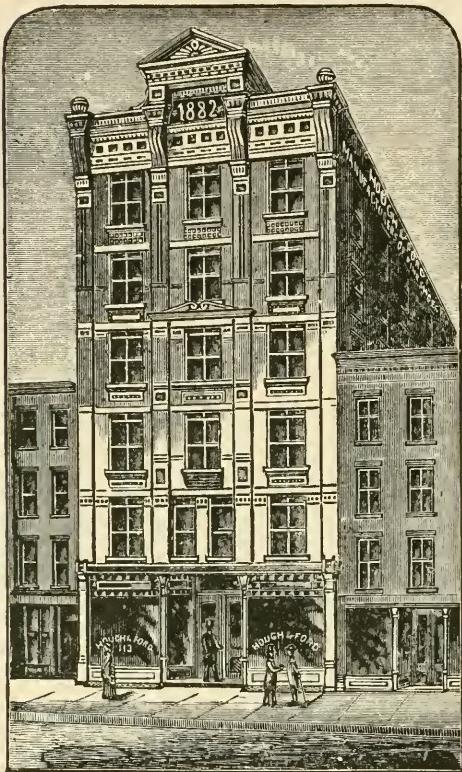
Steam Laundry—No. 201 State St., Opposite Central Ave.

Mr. F. K. Adams, who for the past ten years has conducted the above laundry, has made it one of the most complete and famous in the city, fitted up with all approved modern machinery and doing the very best work possible to a thorough equipment and the employment of the most skillful labor, his force numbering about thirty experienced male and female operatives. The establishment occupies the first floor and basement—each 18x205 feet—of the building No. 201 State street, and turns out a vast amount of superior work, the specialties embracing every description of laundrying, shirts and collars for men, ladies' fine work and lace curtains receiving particular attention. Two delivery wagons are kept constantly busy, and the patronage steadily increases.

Mr. Adams is a thoroughly practical young man, experienced and accommodating, and deserves the success that has attended his enterprise. He is ably assisted by Mr. J. E. Kelso, who also devotes his entire energies to the business.

HOUGH & FORD,

Manufacturers of Shoes—Factory and Offices, No. 111 Mill St.



Among the many large Rochester houses engaged in the manufacture of shoes, that of Hough & Ford enjoys a prominent position. The business was commenced in 1865 by Mills, Hough & Co., of Auburn, N. Y., and in 1880 C. P. Ford became associated with the firm and it assumed its present style. At that time the house made only ladies' and misses' machine-sewed shoes, but shortly afterward added hand-sewed and youths' and children's shoes to their manufactures. The demand for their goods soon outgrew their manufacturing capacity, and in consequence greater accommodation became necessary, and in 1885 the firm moved into the building which it now occupies on Mill street. This factory consists of six stories and is replete with the most improved types of machinery and appointments essential to the manufacture of shoes, having a capacity of 2000 pairs a day and giving employment to upward of 200 hands. The offices are spacious and convenient, and the shipping facilities exceptional.

The extensive trade of Hough & Ford with New York, Brooklyn and the vicinity has necessitated the establishment of a branch house at No. 133 Duane street, in the former city, where a full line of their goods is always on hand. The ex-

cellence of their work is proved by the fact of their having gained medals at the World's Exhibition, New Orleans, and at the Southern Exposition, Louisville. But probably the best indication of public appreciation is found in the extent of their market, which covers the whole of the United States, and is not even confined to them. Their specialty is ladies' fine shoes, in the manufacture of which they are unexcelled.

Upon Mr. Hough devolves the management of the practical details, while Mr. Ford's energies are devoted to the office affairs. Judging from the success of the firm, the right man is in the right place in each instance.

C. H. BARRETT,

Successor to Dake & Barrett—Manufacturer of Hand and Machine-Sewed Ladies' and Misses' Fine Shoes—Nos. 21 to 27 N. Water St.

The above-named prosperous shoe manufacturing firm has developed its present large and flourishing business from comparatively small beginnings in the short space of seven years, with flattering prospects of reaching the front rank of this great industry in point of volume, as it already has in quality of products, long before another like period shall have elapsed. Mr. Barrett is experienced, energetic and capable, full of spirit and enterprise, and popular with the trade wherever known, his goods being distributed in constantly increasing quantities throughout all that region

looking to Rochester for its footgear, and including the States of New York, Pennsylvania, Ohio, Indiana, Michigan and other States.

Mr. Barrett's exclusive specialties embrace choice lines of ladies' and misses' stylish fine shoes, in unexceptionable materials, workmanship, shapes and finish, McKay-sewed, hand-turned, hand-welted, neat, attractive, comfortable and serviceable. The utmost care and skill are exercised in every department and at every step, from the selection of the leather to the shipment of the completed goods, to secure excellence, acceptability and dispatch, and the buyer may at all times depend upon the faithful and expeditious filling of orders.

The factory, while not one of the largest in Rochester, is nevertheless a commodious one, affording 5,000 square feet of floorage, fitted up in the best style with the latest and most effective improvements in machinery adapted to the business, and gives employment to a large force of superior operatives, the output aggregating many hundred pairs daily, while the demand, steadily on the increase, points to an inevitable increase of facilities from time to time and the gradual augmentation of manufacturing capacity.

JOSEPH COWLES,

Practical Millwright and Dealer in Mill Machinery—No. 231 Mill St.

The debt that civilization owes to the millwright is beyond computation and can never be repaid. Such is the reflection suggested by a visit to the mill works of Mr. Joseph Cowles, who occupies the commodious two-story brick structure No. 231 Mill street. Here, with a complete outfit of modern improved machinery and a force of twenty-five skilled mechanics, Mr. Cowles gives his attention to the manufacture of mill specialties generally, the construction of special mill machinery, the repairing of mills of every description, etc. He is prepared with all requisite facilities for performing any desired work in his line, and contracts for the overhauling, improvement and modernizing of mills of all kinds, and the construction of new mills complete, giving personal and particular attention to the construction and substitution of new water-wheels for old in flouring, grist, paper and saw-mills.

Mr. Cowles also conducts in connection with his works a large ware-room for the storage and sale of mill machinery. He is agent for a variety of superior turbine water wheels, Stevens' roller mills, concentrated roller mills, Rounds' sectional roller mills, etc., and guarantees satisfaction in every instance. He has been engaged in this business at the same place for twenty years, and has a widespread and well-earned reputation for skill and integrity.

WEBER, SHEIL, ROSENBAUM & CO.,

Manufacturers of Youths' Boys' and Children's Clothing—No. 133 North St. Paul St.

Among the noted clothing manufacturers of this noted clothing center is the firm of Weber, Sheil, Rosenbaum & Co., established in 1881. The individual members are all old residents whose entire business lives have been devoted to this industry, and probably no men in the trade are better known than Messrs. Joseph Weber, Frank J. Sheil, Isaac Rosenbaum and John A. Spies, all of whom are besides actively connected with the Chamber of Commerce and interested in every movement for advancing the city's material interests.

The firm's building at No. 133 St. Paul street is a very handsome and attractive one of five stories and basement, 25x85 feet, provided with stairways and elevators, splendidly lighted and ventilated throughout, and of itself a valuable and desirable property. In the basement is the commodious shipping department, on the first floor the offices and sample rooms, on the second floor the large and well-arranged cutting department, while the third, fourth and fifth floors are set apart for the storage of materials and reserve stocks of manufactured goods.

The specialty of the house is the manufacturing of youths', boys' and children's clothing for the trade, in all grades and of the latest styles. They sell all over the Eastern, Middle and Western States, and have a steadily increasing volume of orders from discriminating buyers, their products being marked by taste, fit and superior material and workmanship. They import the fabrics consumed, and employ in all departments about two hundred and fifty people.

FRANCIS L. HUGHES,

Manufacturer of Baby Carriages and Dealer in Bicycles and Tricycles, Children's Wagons, Toys and Novelties—Nos. 67 and 69 Exchange St.



every conceivable style and grade. In his wheel department Mr. Hughes exhibits an average stock of one thousand machines, including all styles of American bicycles, tricycles, etc. He is sole agent for the "Columbia" wheels, which include the Light Roadster, the Expert, the Volunteer, the Safety and the Veloce Columbia bicycles, ladies' and gentlemen's tandem tricycles, etc. He is also sole agent for the American Champion, Challenge, Safety, Rambler and Ideal bicycles, and the Ideal tricycles, carrying in addition a fine stock of juvenile and youths' Apollo bicycles, children's velocipedes, and the popular new walking motion tricycle for girls.

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Mr. Hughes exchanges new vehicles and wheels for old, makes repairs of all kinds, deals in second-hand carriages and machines, and sells either for spot cash or on installments.

STEIN, BLOCH & CO.,

Manufacturers and Wholesale Tailors; Dealers in Fine Grades of Men's, Youths', Boys' and Children's Clothing—North St. Paul St.

This house was founded just twenty years ago by Stein & Solomon, and has done much to make Rochester the great leading American clothing manufacturing center. The new methods of cutting, making, finishing and marketing clothing originated with them, their trade connections extending to the remotest sections of the Union, and their sales for 1887 footing up over \$1,000,000. The house occupies a magnificent new building erected expressly for the purpose on St. Paul street, 66 feet front, 208 feet deep, and six stories above the basement, constructed of pressed brick with red Scotch stone trimmings—a truly palatial edifice, said to be the largest, handsomest and most perfectly appointed establishment of the kind in the world.

The firm as at present constituted was organized in 1883, when Messrs. Louis N. and Abram N. Stein were admitted, their new and vigorous blood imparting fresh impetus to the superb old house. Mr. Leo Bloch, the associate senior member, retains his place in the firm, however, and in his way is quite as indispensable as the elder Mr. Stein. Enterprise, sagacity, originality, unflagging energy, great liberality and strict integrity are the solid foundations upon which this firm have reared an enduring fame and a business connection which for extent and volume is surpassed by that of no similar establishment in the world.

The home of a prosperous and tasteful people, ready at all times to adopt every novelty that will conduce to personal or domestic comfort, convenience or enjoyment, Rochester is necessarily one of the best markets in the world, population considered, for the numerous devices that go to make up the stock of Mr. Francis L. Hughes, the enterprising and popular manufacturer of baby carriages and dealer in improved bicycles and tricycles, velocipedes and kindred goods, whose elegant emporium occupies the attractive five-story brick building, 60 feet front and 125 feet deep, at Nos. 67 and 69 Exchange street.

Mr. Hughes' factory is very extensive and equipped in the best manner, employing a large number of skilled woodworkers, blacksmiths, upholsterers, trimmers, etc., and turns out immense numbers of baby carriages in

Of baby carriages alone he usually carries a stock of two thousand, ranging from the most luxurious and costly to the plainest and cheapest, selling a very neat carriage as low as \$7, the prices running from that up to \$50 and more. Specialties are made of the latest designs in parasols and upholstering, and purchasers may have their carriages trimmed and finished to order in accordance with their own fancy, besides having an infinite variety of bodies, gears, sizes, etc., to select from.

CENTRAL UNION TRANSFER AND STORAGE CO.

H. D. McNaughton, President; Donald McNaughton, Vice-President; H. L. S. Hall, Secretary and Superintendent; S. S. Brown, Treasurer—Office and Show Rooms, Nos. 119 to 131 West Main St.

Warehousing methods have undergone great changes of late years, none of which are more marked than the establishment of great fire-proof establishments for the storage of miscellaneous merchandise, the warehouses being controlled and owned by responsible corporations and the business conducted systematically, in perfect order, and absolutely without risk of loss to their patrons.

One of the most extensive, successful and popular of these associations designed for the public service ever organized here is the Central Union Transfer and Storage Company, incorporated February 4, 1884, with large capital and officered by the following prominent and favorably known citizens: President, H. D. McNaughton; vice-president, Donald McNaughton; secretary and superintendent, H. L. S. Hall; treasurer, S. S. Brown. The office and show-rooms of the company, large, airy and well-lighted, extend from Nos. 119 to 131, West Main street, inclusive, and the warehouse—a massive brick and stone building—is situated at the intersection of the Central-Hudson railroad tracks and Moul on street. This great structure is arranged with special reference to the secure storage of portable goods of all kinds, including household furniture, machinery and every variety of perishable merchandise of a valuable and acceptable nature. Warehouse receipts are issued for goods in store, which are delivered on presentation of the same and payment of charges, or the goods are shipped to order of consignor. When desired property so stored is insured, otherwise it is held at owner's risk.

The company have track connections with the principal railroads of the State centering at Rochester, except one, and have a private siding with a spacious platform its whole length, so that *twenty cars* can be handled at a time if required, and they can advance the interests of any manufacturer supplying New York, Northern Pennsylvania and the New England States. Under the present tariff a low freight rate in car loads prevails to Rochester, and from this point ten railroads radiate in every direction, covering by direct shipment more of the important points with less mileage than any other railroad center in the territory referred to, and this company is giving more and better service for the charges than any similar institution. As the charges are in proportion to the amount of service rendered, they are able to render a full equivalent of the old plan of branch houses at a much reduced expense, and by relieving the manufacturers of every care incident thereto, except the sales and collections, they are enabled to extend their business accordingly. Appreciation of the value of their services is attested by patrons all over the country.

The company also own and manage a number of improved trucks, drays and furniture vans and teams to match, and give their attention to the packing, removal, storage or shipment of personal effects placed in their care.

J. A. BRITENSTOOL,

Manufacturer of Pants and Vests—Nos. 82 and 84 Mill St.

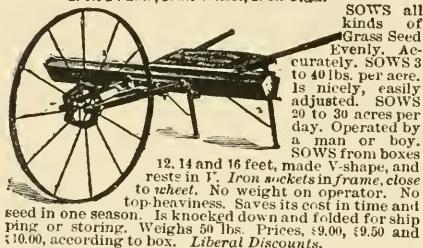
Of the several Rochester houses whose success is due entirely to the personal abilities and continuous efforts of their owners, none is more conspicuous than that under notice. Founded in 1875 on a very small scale, this house has been brought by its enterprising proprietor into a leading position in the industry. Four floors of the building at Nos. 82 and 84 Mill street are devoted to the manufacture of pants and vests, in their various stages. The first floor is given up to cutting and storage; the manufacture takes place upon the second and third, and on the next story are twelve machines of improved pattern and large capacity which engage the labor of forty-seven men, being about half the total number of hands engaged. The work progresses under the personal supervision of the proprietor, and is characterized by finished workmanship. To this fact is largely attributed the extensive trade derived from the Eastern, Middle and Western States. Mr. Britenstool's experience and judgment enable him to anticipate the needs of the market, and so to meet all demands with such promptness and in so satisfactory a manner as to beget custom. The owner of this promising concern is a native of Rochester.

ROCHESTER PLOW COMPANY.

James Vick, President; George Whitbeck, Secretary and Manager: Manufacturers of Improved Plows—Office and Works, Corner Culver Park and Henry St.

ROCHESTER GRASS SEEDER.

Iron Frame, Iron Wheel, Iron Clad.

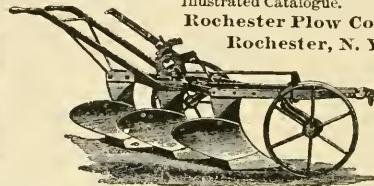


Rochester Plow Co., Rochester, N. Y.

ROCHESTER GANG PLOW.

Unequaled for use in Vineyards, Orchards, Hop Yards and for general Farm use. Runs close to trees or vines. Each plow adjusted to plow *any* depth. Will plow 5 acres per day easily. Kills thistles and weeds. Adapted to all soils and does not clog. Made in six sizes. Plows shallow or deep, narrow or wide. Has steel mole boards. Good terms to agents. Send for Illustrated Catalogue.

Rochester Plow Co.,
Rochester, N. Y.



In 1885 this company was organized with a capital of \$35,000, which was increased early in 1888 to \$60,000. The works at Culver Park and Henry street are partly of brick, partly of wood, all of two stories, connecting with the N. Y. C. & H. R. R. tracks, and include a well-appointed foundry 40x60 feet, machine, finishing and blacksmith shops, setting-up shop, paint shop, warerooms, etc.

The plows turned out here are already widely known and popular with farmers everywhere, and embrace a variety of styles for general use; among these may be mentioned their new chilled hand plows, which possess many improvements, being superior to any other in nice adjustment, work and finish. The Rochester gang plows for field and vineyard work are the best in the world and are made in several sizes. Nos. 6 and 7 are for shallow plowing; the light "vineyard" gang, "styles A and B," are specially for vineyard and orchard work. The new "18-88" gangs are made in styles for field or vineyards and are justly praised for their perfect work, and Nos. 12, 13 and 14 gangs are for sod or stubble, are used largely in the South and West, and are made either two, three or four plows in gang. Their two or three-horse "equalizers" are furnished to suit size and style of plow. The "new Rochester" grass seeder, with spiral rod distributor and graduated shake lever for sowing grass seeds of all kinds, is a perfect and novel machine, and has already a large sale, and the "Rochester" steel snow and dust shovel, fine tempered steel blade 12x15 inches, white ash handle, is unequaled for durability.

The company is doing a large and fast increasing business. President Vick is the well-known head of the great Rochester flower seed house, while Secretary and Manager Whitbeck is an experienced plow manufacturer and business man.

STEELE & AVERY,

Wholesale and Retail Booksellers and Stationers—Nos. 46 and 48 State St.

This is the oldest house in the Flower City, the business having been inaugurated by Mr. Hoyt, afterward of the firm of Hoyt & Steele, seventy years since in this city. In 1855 he formed a partnership with Mr. S. S. Avery, under the firm name of Steele & Avery, the location being at No. 12 State street. In 1856 the present firm of Steele & Avery, comprising Mr. S. C. Steele and Mr. S. S. Avery, succeeded the firm of Avery & Co., and at the commencement of the war removed to No. 49 State street. Some years afterward the firm purchased their present eligible building at Nos. 46 and 48 State street and removed their business thither. There Messrs. Steele & Avery have an excellent location, central and convenient, and there they have a constant accession of new patrons and re-visitations of old ones. The building occupied is of brick, four stories, 30x100 feet, and is fully occupied by extensive and complete lines of stationery, etc. Messrs. Steele & Avery also do a large business of books, blank and

printed, the latter comprising some exceedingly rare and curious volumes, a luxury for a bibliophile, as well as a great many recent works in costly and special bindings, a specialty being made of "*editions de luxe*." They do a large trade in visiting and invitation cards, having them engraved or printed to order, and also constantly keep on hand the latest novelties in ladies' stationery. In rare and beautiful devices in leather articles this house is unexcelled in the variety and comprehensiveness of its stock as in bronze and brass ornaments for the writing table or study, paper-knives, inkstands, etc., and their lines of goods in all these articles in their jobbing department is full and complete.

CLARK & PAVOUR,

Fire Insurance Agents—No. 14 State St.

The community boasts no more energetic or useful class of business men than are found in the ranks of the underwriting fraternity—men of address and earnestness, whose time, labor and eloquence are devoted to the service of their neighbors and whose highest ambition it is to protect their patrons from loss occasioned by fire. Among the most active and successful of these is the firm of Clark & Paviour, whose commodious office is situated up stairs in the building No. 14 State street. The firm, composed of Messrs. Curtis Clark and Robt. S. Paviour, are successors to Ward & Clark, established many years ago, Mr. Paviour being admitted in 1883, on the death of Mr. Ward. The firm is one of the best known and most popular insurance agencies in Rochester, representing a line of first-class fire insurance corporations, affording reliable indemnity, famous for promptitude in the adjustment and settlement of claims, among them the Phoenix Assurance Company of London, founded 1783, with American assets of \$1,772,972; the Westchester of New York, founded 1837, capital \$300,000, total assets \$1,343,587; the Pacific of New York, organized 1851, capital \$200,000, assets \$724,316; the Northwestern National of Milwaukee, Wis., established 1869, capital \$600,000, assets \$1,393,560; the Equitable of Providence, R. I., founded 1853, capital \$300,000, assets \$560,081; and the Security of Connecticut, organized 1841, capital \$250,000, assets \$638,873. Owners of buildings desirous of safe and solvent insurance will find what they want on application to Messrs. Clark & Paviour.

THE PAINE DRUG COMPANY,

Wholesale and Retail Druggists—No. 24 East Main St.

This is the oldest drug house in Rochester, and the most extensive in Western New York. It was founded in 1820 by William Pitkin, who was succeeded by L. B. Swan, Messrs. Lane & Paine becoming the proprietors in 1852. The style was changed in 1878 to C. F. Paine & Co. In 1873 the concern removed to its present location, and early in the present year the Paine Drug Company was organized, composed of Messrs. L. C. Paine, C. D. Van Zandt and W. R. Barnum.

The premises occupied by this leading establishment are worthy of its fame and the extent of its operations, comprising the capacious four-story and basement brick and stone building with stone front, 30x100 feet, at Nos. 24 and 26 East Main street, and it is thoroughly stocked on every floor with splendid lines of choice goods pertaining to the trade, carefully selected and comprising both staple and fancy items—pure drugs, chemicals, medicines, fluid extracts, wines and liquors for medicinal use, special preparations, druggists' supplies and sundries, toilet goods, perfumeries, etc.

The largest line in Western New York is carried of surgical instruments, batteries, trusses, crutches, supporters, etc., and special attention is given to designing and fitting up large batteries for physicians, sauitariums and others. Their instrument stock comprises goods from all the best American houses as well as direct importation.

Inspection of stock and facilities is invited and orders are promptly and satisfactorily filled at lowest ruling quotations.

THE POWERS HOTEL.

The Flower City Hotel Company, Owners—Buck & Sanger, Lessees and Proprietors—West Main and Fitzhugh Sts.



architectural triumph for which Messrs. A. J. Warner & Co. are to be envied. Special attention was given in the plans to the features of ventilation, lighting and sanitary plumbing, and it is doubtful if any building of equal magnitude anywhere is so perfect in these respects, scientific and practical skill having been exhausted to provide for the health, comfort and pleasure of guests. The following general description of the building, which we copy from the *Daily Union and Advertiser* of April 26, 1883, gives a pretty accurate idea of its outward appearance and interior arrangement:

The building, of pressed brick with brown stone trimmings, contains over 300 rooms, fronts 160 feet on Main street, and has an average depth of 161 feet; so we may say that the hotel is 161 feet square. It is seven stories high, including pavilions—one in the center and one on each corner of the principal front. The plan of the building is substantially a hollow square with court in centre, the lower part having a glass roof, covering what is called "The Exchange," or hotel office. This exchange is 65x75 feet, including the grand staircase with elegant Tennessee marble wainscoting and Italian marble flooring. It is the centre of the building, and may quite properly be called the "hub," as all the principal rooms seem to radiate from it. The principal entrance to "The Exchange," or office, is from Main street, and is 16 feet wide and 60 feet long, with attractive and unique porticos. The ladies' entrance is from Fitzhugh street, and is 12 feet wide and 50 feet long. The reading room is 25x32 feet, fronting on Fitzhugh street. The leading features in this room are the four elegant stained glass windows made from special designs, and the superb Knoxville marble mantel-piece and trimmings. The carpet is a luxurious one, and the furniture is of substantial mahogany design. The barbershop and lavatory is a model in its way. The fine frescoed ceiling, the cherry panel screens, the marble wash basins and the tile floor all go to make one of the finest rooms of this kind to be found. Messrs. Laird & Pearce are to manage this department of the hotel. The baggage-room, 16x30 feet, is provided with a substantial and capacious hydraulic elevator, while the passenger elevator, run by the same power, is one of the largest, safest and most elegantly appointed ever constructed. Four dining-rooms provide ample accommodations for permanent and transient guests. The grand dining hall, 50x90 feet, 18 feet from floor to ceiling, beautifully finished in choice woods, with stained glass windows and luxurious decorations, is a noble apartment. The ordinary, almost equally beautiful in its ornamentations and appointments, is 28x30 feet, with lofty ceiling, and two smaller dining-rooms for the accommodation of select parties, and each 16x18 feet, wainscoted, paneled and decorated to the queen's taste. The kitchen is 25x45 feet—18 feet high, with ranges,

Rochester has just reason to boast of the possession of one of the largest and finest, if not the very finest hotel in the United States—the Powers Hotel, erected by the Flower City Hotel Company, leased to and occupied by Messrs. George A. Buck and William H. Sanger, April 25, 1883. Constructed exclusively of brick, cement and iron, the Powers enjoys the distinction of being one of the very few absolutely fire-proof hotel buildings in this country, while in point of solidity, grandeur and beauty of design it is an

broilers, steam kettles, refrigerators, garbage boxes, etc. The carving-room is 16x45 feet, fitted with steam tables, coffee and tea urns and china closet. The pantry is 16x32 feet; bakery 18x26 feet, containing brick oven, griddle-cake range, pudding steamer, etc.

The three reception-rooms, or public parlors, are on the Fitzhugh street side, and are *en suite* with large double-door openings, the doors being left off and portieres substituted. These are made of rich heavy turcoman of one solid color, harmonizing with each room. Upon this is an embroidered and elegant *dado*, consisting of silk plush applique work. The design is an exquisitely shaded autumn leaf pattern. The first reception room has a handsome mantel finished in antique mahogany, the effect of the carving and beveled plates being very striking. The upholstered furniture in this room is all over-stuffed, no frames showing. The covering is gold threaded tapestry, with a metallic blue background, and upon this is wrought a handsome floral pattern in shades of terra cotta and light olive. All the pieces are trimmed with rich silk fringes, cords, etc. The curtains in this room are of metallic-blue satin, one solid color, and on the outer edge a stripe about ten inches wide embroidered the entire length; the pattern of the embroidery is trailing arbutus, indicative of spring. The middle reception-room is furnished in terra cotta colors with fancy chairs and furniture in keeping. The third reception-room is treated in the same way except that it contains a grand piano and the curtains embroidered with dead leaves, indicative of autumn. The three rooms are predominately French. Across the hall is an elegant suite of three rooms on the corner of Main and Fitzhugh streets, the centre being a parlor.

□ The sleeping-rooms are furnished in the Adams style and the windows are prettily draped with *toile d'or* a sort of crepe cloth. The pattern is floral, wrought in soft, delicate colors, a dull bronze thread appearing all through the fabric. The bedstead is richly carved, with wreaths of roses in the headboard and festoons of leaves on the front. The toilet cases are combination pieces, including cheval glass, over five feet high, the plate glass being French beveled—on the sides small beveled glass set in silk plush frames, with drawers beneath. The upholstered furniture in these rooms is covered with the same goods as the window drapery. In the parlor are luxurious divans and arm chairs made in saddle-bag style and covered with embroidered jute velours of a crushed strawberry hue.

Directly beyond the suite of rooms just described is the suite of rooms devoted to the bridal chambers and parlor. The sleeping rooms are furnished in the Moresque style, having a cheval toilet case and a most elaborately carved bedstead with handsome panels of applique brass work, which, contrasted with the rich deep hue of the beautifully shaded mahogany, makes a perfect picture. The windows are draped in a corresponding style with *toile d'or* and the upholstered furniture is covered with the same fabric. The parlor connecting with the bridal chamber is furnished with antique frames with brass feet, and covered with heavy moire antique plush of plain solid color—gaslight blue. The odd chairs are covered with beautiful silk velours, the pattern being roses wrought in shades of terra cotta on a delicate shade of metallic-blue. The curtains are plain salmon color satin, with embroidery of orange blossoms, and looped back with brass chains.

Every sleeping room in the house is fit for a prince, furnished at the top as well as on the lower floors (as the upper story is really more desirable than the lower ones) with the best moquet carpets, each apartment having a large French plate mirror, dressing case with marble top, a broad and generous marble top wash stand (except where there are baths in the rooms, and in these are marble top sinks, with hot and cold water); bedstead with the best spring and hair mattresses; a very pretty table; chairs; comfortable sofa and arm chair, covered in shades of fine mohair plush to harmonize with the shades of the carpet. The furniture is all artistically carved and finished in imitation of antique mahogany.

When to the foregoing it is added that a magnificent bar and billiard room form parts of the establishment; that the tables are sumptuously furnished and loaded with every substantial article and delicacy mortal could desire; that the service is simply perfect, and that the proprietors (experienced hotel men backed by a full staff of trained assistants) exercise unflagging watchfulness over the comfort and enjoyment of their guests, it is easy to understand why the Powers occupies so prominent a place in the list of American hotels.

Both Messrs. Buck & Sanger are members of the Chamber of Commerce.

S. G. DANA,

Dealer in Real Estate—12 Osburn House Block.

The legitimate dealer in real property has done much to advance the corporate growth and business interests of the city, inviting hither men of capital from various parts of our own and other countries, placing them advantageously and profitably, while at the same time offering inducements to residents to own houses and lots or purchase lands for manufacturing, mercantile or residence purposes.

One of the most prominent of local real estate men is Mr. S. G. Dana, whose office is in room No. 12 Osburn House block. He has been thus employed for the past three years, and the benefits conferred upon the city and its people through his agency are many and valuable. A broad-gauge man of comprehensive views, identified with Rochester in the best sense, he is extremely liberal toward all who would invest in the soil and become thus permanently attached to it. At the present time Mr. Dana owns and has for sale considerable bodies of real estate, comprising valuable and desirable lots in various parts of the city, especially near the new Public Reservoir Park and on Pinnacle avenue, Benton, Yale, Bly and Goodman streets and elsewhere, which will be disposed of on favorable terms. When desired, houses will be erected to suit purchasers, and terms made for payment in monthly or other stated installments. This is an opportunity for procuring a home which no industrious man can afford to neglect.

B. F. CAMPBELL,

Nurseryman—No. 40 Osburn House Block.

Mr. Campbell is of Canadian antecedents, coming to Rochester some three years ago, and at once embarking in his present vocation as senior member of the firm of Campbell & Graham, with office at Reynolds' Arcade. July 1, 1887, Mr. Graham retired, Mr. Campbell removing to No. 40 Osburn House block, where he continues the business under better auspices than ever. Here he has an elegant and commodious corner office on the third floor, fronting East Main and North St. Paul streets, and is delightfully situated in all respects. Employing 100 men in all capacities—for the most part as traveling and local agents throughout the States, the territories and Canada—he is prospering and fast building up a vast, widely disseminated and profitable trade with the fruit-growers, farmers, landscape gardeners and horticulturists of the entire continent.

Mr. C. has unsurpassed facilities for supplying the classes named with any variety of tree or shrub they may require, in quantities to suit, his specialties including everything in the line of fruit, flowering and ornamental trees and shrubs, grapes, berries, bulbs, roses, etc.

Orders are promptly shipped, carefully packed, to any point accessible by railroad or steamboat.

ROCHESTER LITHOGRAPHING AND PRINTING CO.

W. Martin Jones, President; Charles A. Vickery, Vice-President; Ira B. Jones, Secretary; F. M. Clarkson, Treasurer and Business Manager—Nos. 911 and 913 Aqueduct St.

This well-known corporation recently changed hands, the above named new officers with Messrs. Amos H. Cobb of Fairport and W. Martin Jones of Rochester, having purchased the capital stock, plant and good will. The establishment is first-class and better prepared than ever to fill all orders for artistic lithographing and letter-press printing, promptitude and excellence being the great points to which attention is devoted. A leading specialty is made of fine plain and colored work for nurserymen, including the usual line of supplies. The great variety of designs and superior execution which mark this company's fruit plates have made for it a reputation as broad as the continent, and in this department their resources have been vastly increased by the acquisition of Mr. D. M. Dewey's establishment, the most celebrated of the kind in this country.

Mr. F. M. Clarkson, the treasurer and manager, is from Detroit, an experienced business man and thoroughly conversant with his vocation.

MICHAEL DOYLE & CO.,

**Exporters and Jobbers of Evaporated Fruits, Canned Goods and Beans—
Office and Warehouse, Nos. 30 to 32 White St.**



In a previous chapter and under its appropriate heading the fruit evaporating and drying industry of Western New York is treated at length and with the consideration its importance deserves. The data upon which that article is predicated was furnished us by Messrs. Michael Doyle & Co., the most conspicuous exporters and jobbers of this class of

goods in the world, handling more than half of the total export and making specialties of evaporated apples and peaches, dried plums, preservers' supplies, beans and canned goods, and shipping to all principal foreign markets, notably those of England, France, Germany, Austria, Switzerland, Holland and Belgium. While supplying the home trade very largely, their transactions are steadily and rapidly increasing from season to season, aggregating no less than \$700,000 for 1887-88.

The firm, composed of Messrs. Michael Doyle and Albert S. Bigelow, experienced men of long and intimate connection with the industry since its inception and to whom is due most of the credit for developing it to its present magnitude, occupy for warehouse purposes the site of their former factory, destroyed by fire a few years ago, but recently rebuilt, a handsome three-story brick building 60x125 feet, at Nos. 30 and 32 White street, which is fitted with every appliance necessary for the successful prosecution of the business. The offices are large and commodious, and for convenience and finish are not surpassed by any in the city. Private telegraphic wires keep the firm in immediate communication with all the important markets, domestic and foreign, and their prices govern the markets for the articles quoted. During the busy season a large force of men and girls is employed, working day and night in the packing and execution of the orders received for shipment to the various markets. Here the product of most of the fruit produced in this region is received in bulk, graded and packed in accordance with the requirements of the different countries, whether in wood or tin, the brands being long and favorably known as standards of the respective qualities produced and occupying the first place in the principal foreign and domestic markets. This is largely due to the considerate and intelligent discrimination used in purchasing, the care exercised in packing, the neatness and style of the goods, coupled with a thorough knowledge of the wants of the trade, the maintenance of uniform and reliable qualities, and a never-failing desire to give the best possible satisfaction in the execution of even the smallest orders. Purchasers of evaporated fruits, canned goods and beans can rely upon securing from this firm the very best goods produced or grown in Western New York.

We refer the reader to the article on evaporated fruits already mentioned, from which he will derive some idea of the importance and possibilities of the trade.

RICE & LEMPERT,

Manufacturers of Hats, Caps and Straw Goods—No. 112 Mill St.

The house was established by Rice & Wolf in 1876, and was afterwards conducted under the style of H. Rice & Co. until the admission of M. H. Lempert, who is, like the senior partner, a young and pushing New Yorker, of ability and a thorough knowledge of the details of his business. No opportunity of improving their trade is missed by these gentlemen, and their prompt actions enable them to turn the many, fluctuations of the market to profitable account, and to-day they are the only exclusively wholesale hat house in Rochester. The fine five-storied building at No. 112 Mill street is occupied entirely by this firm, and its utmost capacity is taxed to hold the stock carried, which is conveniently classified and disposed so that upon the first floor men's soft and stiff goods are kept, in every variety of style and quality; the second contains woolen hats of every description for men, boys and children; on the third will be found a large assortment of fur goods and Scotch caps, while the fourth and fifth stories are devoted to all kind of straw headwear, and their goods have a high reputation, especially the hats and caps, to the production of which particular attention is paid. A rapidly increasing demand exists for their manufactures in the Middle and Western States, buyers recognizing the advisability of purchasing from the producer whose reputation is dependent upon the quality of his output, and thereby saving the second profit.

JOHN H. HILL,

Wholesale and Retail Dealer in Hardware, Metals, Tinnery Stock and Trimmings—Nos. 15 and 17 East Main St.

One of Rochester's oldest and most reputable business men is Mr. John H. Hill who since 1854 has conducted a leading hardware and tinnery stock establishment, in a manner to earn the confidence and support of the trade and incidentally acquire for himself a moderate competence and win an enviable reputation for enterprise and personal and business probity, of greater value to a properly constituted mind than untold wealth.

Mr. Hill occupies the basement and ground floor of the Hill building at Nos. 15 and 17 East Main street, and carries a very large and carefully selected stock of goods, including complete lines of choice builders', carriage smiths' and shelf hardware, imported and American cutlery, edge tools, farming implements, household goods, tinnery stock, trimmings and tools, iron, steel, etc., which he sells at either wholesale or retail on as reasonable terms and at as moderate prices as can be named by any house west of New York.

STORY & FOX,

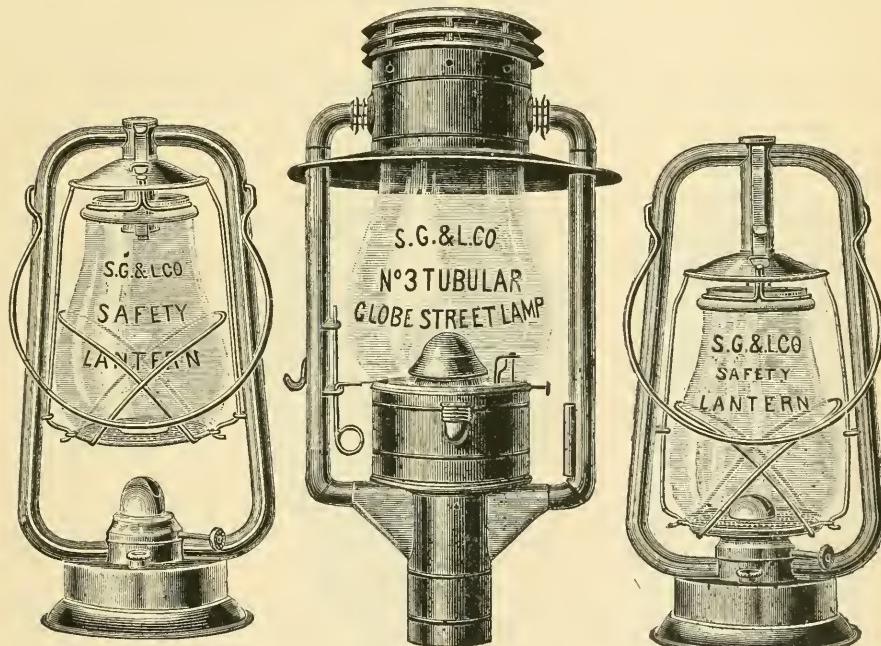
Mounters, Varnishers, Framers of Show Cards, Maps, etc.—General Finishers to Printers and Lithographers—No. 80 Front St.

The only establishment of this kind in Rochester, and one of the most prosperous in the country, is that of Messrs. Story & Fox, enterprising, skillful and successful business men, who occupy commodious quarters at Nos. 80 and 82 Front street, maintaining a branch on Erie street, Buffalo. Making leading specialties of mounting, framing, gumming, sizing and varnishing every description of advertising cards, maps, etc., the firm is provided with a complete equipment of all appropriate machinery operated by steam power, for cutting labels, cards, chromos and similar requisites for the trade, cloth-backing, tin-mounting and taping of lithographers' and printers' cards. The work turned out by this house shows a vast improvement over others in the quality of material used and beauty of finish. The varnish they manufacture is of such quality as never to crack, peel off or turn yellow, and gives to a map, label or picture a most beautiful, soft and glossy finish, and is not in the least affected by dampness or water. It is, in fact, a first-class varnish in every particular, being far superior to any made in this country. They also make a paste for sticking labels on tin cans which they guarantee will stick and not peel off. The gum paper made by this house is also of the best. It never cracks, and is always adhesive, the weather having not the least effect upon it.

STEAM GAUGE AND LANTERN CO.

Manufacturers of Tubular Lanterns, Tubular Street Lamps Tubular Station Lamps, Locomotive Headlights, Signal Lights, Railroad Lanterns, Steam Gauges, etc.—Main Office and Factory, Foot of Center St., Rochester—Branch Office, No. 23 Murray St., New York; No. 25 Lake St., Chicago.

The Steam Gauge and Lantern Company was incorporated in 1881, with \$250,000 paid capital stock. The works, among the most conspicuous of the city's industrial institutions, are situated at the foot of Center street, upper falls of the Genesee, and comprise an immense plant of stone and brick walls and machinery, the latter operated by water power, and the buildings throughout are heated and ventilated by steam, making it one of the pleasantest and most desirable places in the world for the employes, 250 of whom are on the pay-roll and earn an average of \$7,000 per month in the aggregate. The output is very large—about 200 dozen lanterns of all classes per diem—and their quality is attested by the fact that not only are they used in the government service, army, navy, harbor, life-saving, etc., and generally by all steamboat and railroad companies in the United States, but are exported in vast numbers to Europe, the West Indies, Mexico, Central and South America. Brazil, India, Africa, China and Japan. The goods produce cover the entire field of oil-burning lanterns, while specialties are made of railway conductors, marine signal and light-house lamps.



The above cut represents this company's improved No. 3 Globe street lamp, which burns kerosene without a chimney, giving a brilliant light, equal to 16-candle gas. It can be regulated to burn any desired number of hours and then go out of itself. The hardest wind does not affect it. The No. 2 tubular square street lamp burns the same oil, and in all respects save that of shape is constructed on the same principles and has the same merits as the No. 3 Globe street lamp. These lamps are extensively employed for lighting villages, the outskirts of cities, the grounds attached to manufacturing establishments, residences, etc., and give unvarying satisfaction, the demand steadily increasing. They are equally as good as gas lamps, and vastly cheaper.

The two cuts here placed in juxtaposition represent the same lamp, No. 0 safety tubular, showing the improved stamped tubes, with new guards attached to all of the No. 0 tubular lanterns, the patent lift wire attachment for raising and lowering the globe, and the patent safety lock attachment for holding the burner securely to the oil reservoir.

These attachments make positive Safety Tubular Lanterns meeting the demand for kerosene lanterns which can be used without danger in barns and other places where light, inflammable material is stored.

The burner in lanterns without the Stetson lock is held in place by the globe; should these lanterns drop by accident, and the globe break, the oil flows from the oil-pot, saturating combustible matter usually on the floor. This is easily ignited, and the building takes fire from the lighted wick in the burner which falls from the oil-pot.

Such accidents are avoided by using only lanterns with the Stetson Patent Safety Attachment.

All of the Lift Wire Lanterns can be filled, lighted, regulated and extinguished without removing the globe, and the lamp is pronounced by the trade the best tubular lamp ever placed on the market.



The marine signal lamp illustrated above, is used extensively in government and lighthouse service and they are the leading house in America in head lights—supplying all the principal trunk lines and being the first to introduce the device for displaying signal numbers on head lights which is now universally used. The entire line of lamps and lanterns manufactured by this company exhibit inventive genius and mechanical skill of high order, and the same remark applies to their steam ganges, of which they produce an incredible number in various sizes and for every conceivable purpose relating to the control of steam, air or water.

FOSTER, HENNESSY & CO.,**Dealers in Pianos and Organs—No. 60 State St.**

This firm, composed of George G. Foster and D. B. Hennessy, was inaugurated on March 1st of the present year, and has already obtained a large share of public patronage. Their commodious store is located at No. 60 State street, and comprises the ground floor and basement, each 20x100 feet, where a magnificent line of pianos and organs are always kept in stock, and where the urbanity and thorough knowledge of the firm and its employees make the selection of any such instrument a pleasure, both from the courtesy of the salesman and the fact that the best articles are there obtainable at the most reasonable figures.

Both gentlemen are recent arrivals in the Flower City, Mr. Foster being from New York and Mr. Hennessy from Boston, but their long and thorough experience in the business, and their comprehensive knowledge of all details connected therewith, speedily commended them to public favor, and they now have a very good trade, extending principally throughout Western New York. These gentlemen have a similar store at New London, Conn., and are largely interested in the manufacture of Worcester organs.

With the prestige the firm already have, and the comprehensive trade already acquired, it is no chimerical statement to prophesy for this firm a speedy acquisition of a very heavy business and a rank amid the foremost business houses of this city.

BREWSTER, GORDON & CO.,**Wholesale Grocers,****ROCHESTER, NEW YORK.****FRENCH, PALMER & FRENCH,**

MANUFACTURERS OF

MUSTARDS FROM THE SEED

SPICE GRINDERS, COFFEE ROASTERS.

Manufacturers of Extracts and Condiments.

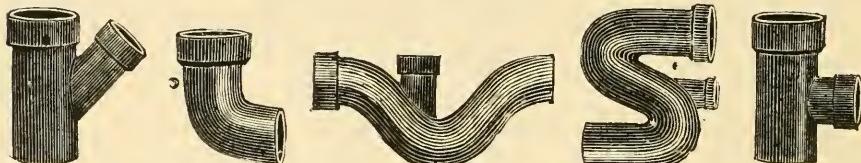
Special attention is paid to the powdering of Capsecums, Gingers, etc., etc., for the Drug and Bakers' trade.

Mills: Brown's Race, Foot of Furnace St.,

ROCHESTER, N. Y.

THOMAS OLIVER & SONS,

Manufacturers of and Dealers in all Kinds of Drain and Sewer Pipe and Masons' Materials—Contractors in Portland Stone Walks, Blue and Sawed Stone, Street and Sewer Works, Cellar Bottoms, Sodding and Grading—Office, No. 328 and 330 South St. Paul St., Corner Griffith.



Modern civilization is fruitful of demands upon ingenuity, and it not unfrequently happens that in responding to the call for greater comfort and convenience, the inventor unwittingly stumbles upon agencies that conduce to both health and happiness. A case in point is the ordinary stoneware drain and sewer pipe, unknown a few years ago. Once perfected and its advantages demonstrated, it became immediately popular, and for drainage purposes has almost entirely superseded iron and wood, because it neither rusts nor decays, is cleanly, convenient, comparatively light, and ultimately the cheapest material for the purpose ever discovered. So great has grown the demand for this description of underground pipe that depots for its sale are found in every city and progressive town in the United States. Rochester is, of course, liberally supplied, and one of her principal houses in this trade is that of Thomas Oliver & Sons, whose office is at Nos. 328 and 330 South St. Paul and 1, 3 and 5 Griffith streets. The firm are also general dealers in masons' materials—lime, Portland and Rosendale cement, water lime, plaster paris, kaolin, marble dust, plasterers' mortar, plasterers' hair, Rockaway sand, fire brick, fire clay, stove cement, pipe chimneys, well tubing, etc.—and are contractors for Portland stone walks, blue and sawed stone, street and sewer work, cement cellar floors, grading and sodding. The principal streets of Rochester are provided with Portland cement sidewalks, and the handiwork of this firm is seen wherever they exist, as most of these sidewalks are of their construction and are unsurpassed for neatness, cleanliness and durability. A specialty is made of the sale of imported English and German cements. The elder Mr. Oliver came to Rochester, very poor, forty-eight years ago. He has led a life of honest toil, and is at last the possessor of a comfortable competence. He established himself in his present business in 1881, and admitted his sons later—Elmer L. and Horace T. Oliver—on their business merits alone. The house is in a flourishing condition, with prospects of a long career of usefulness.

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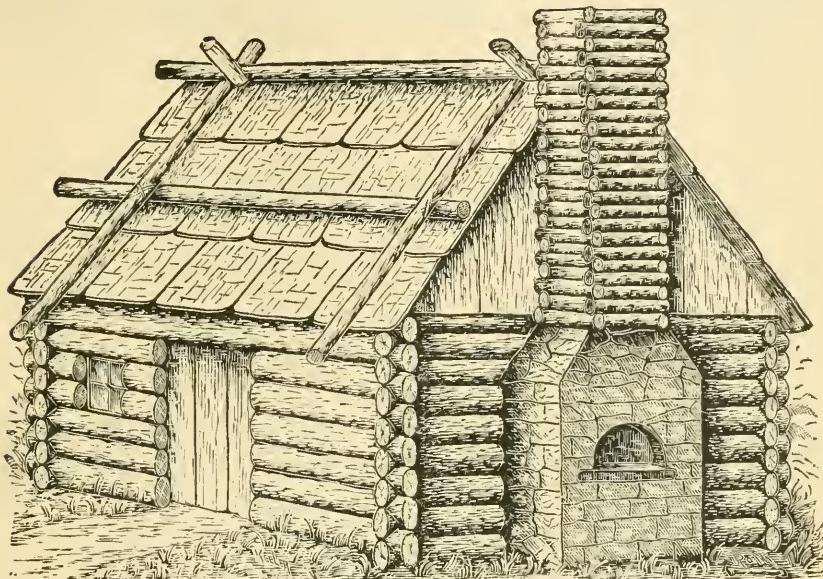
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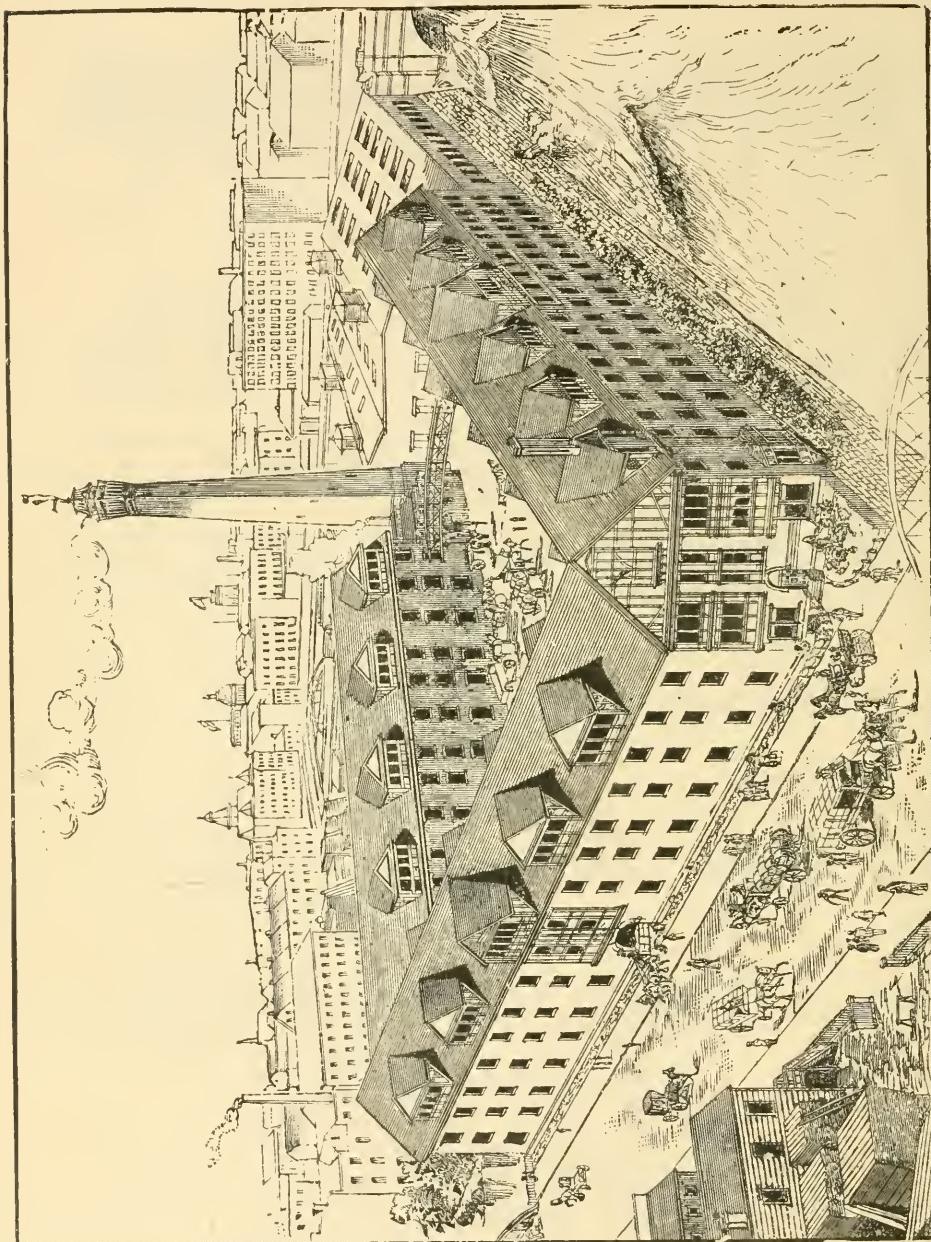
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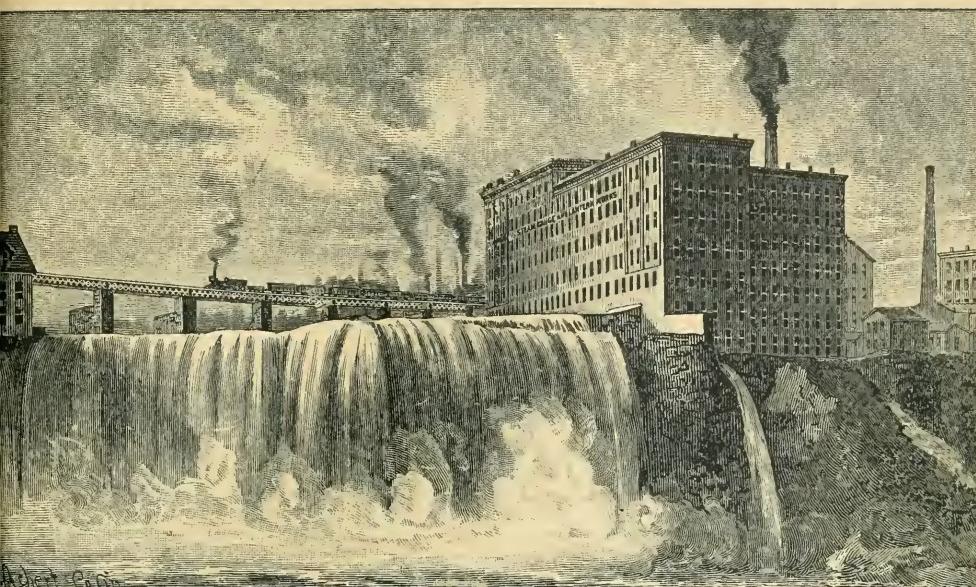
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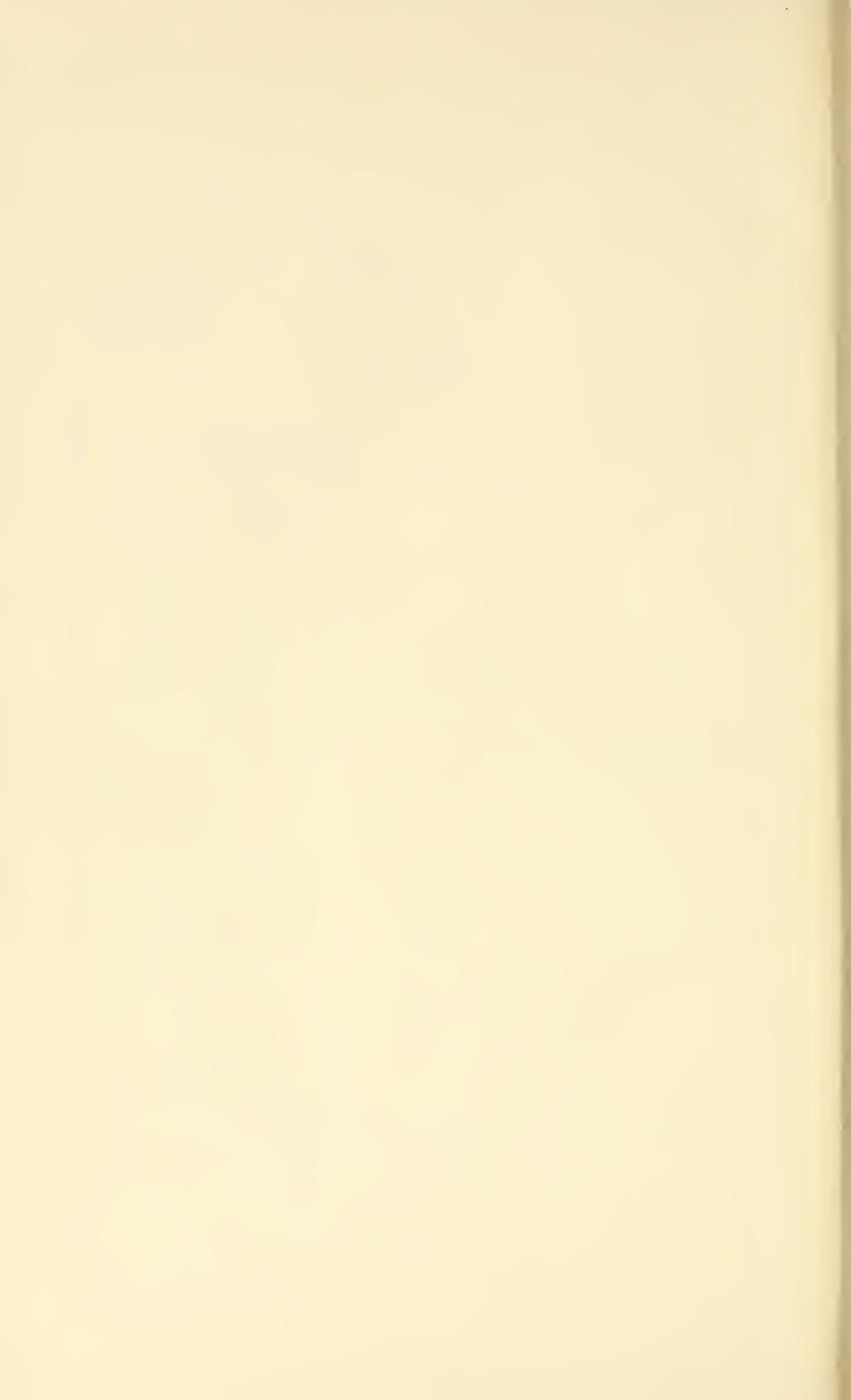
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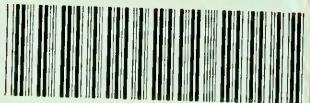
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